

FIGURE 1

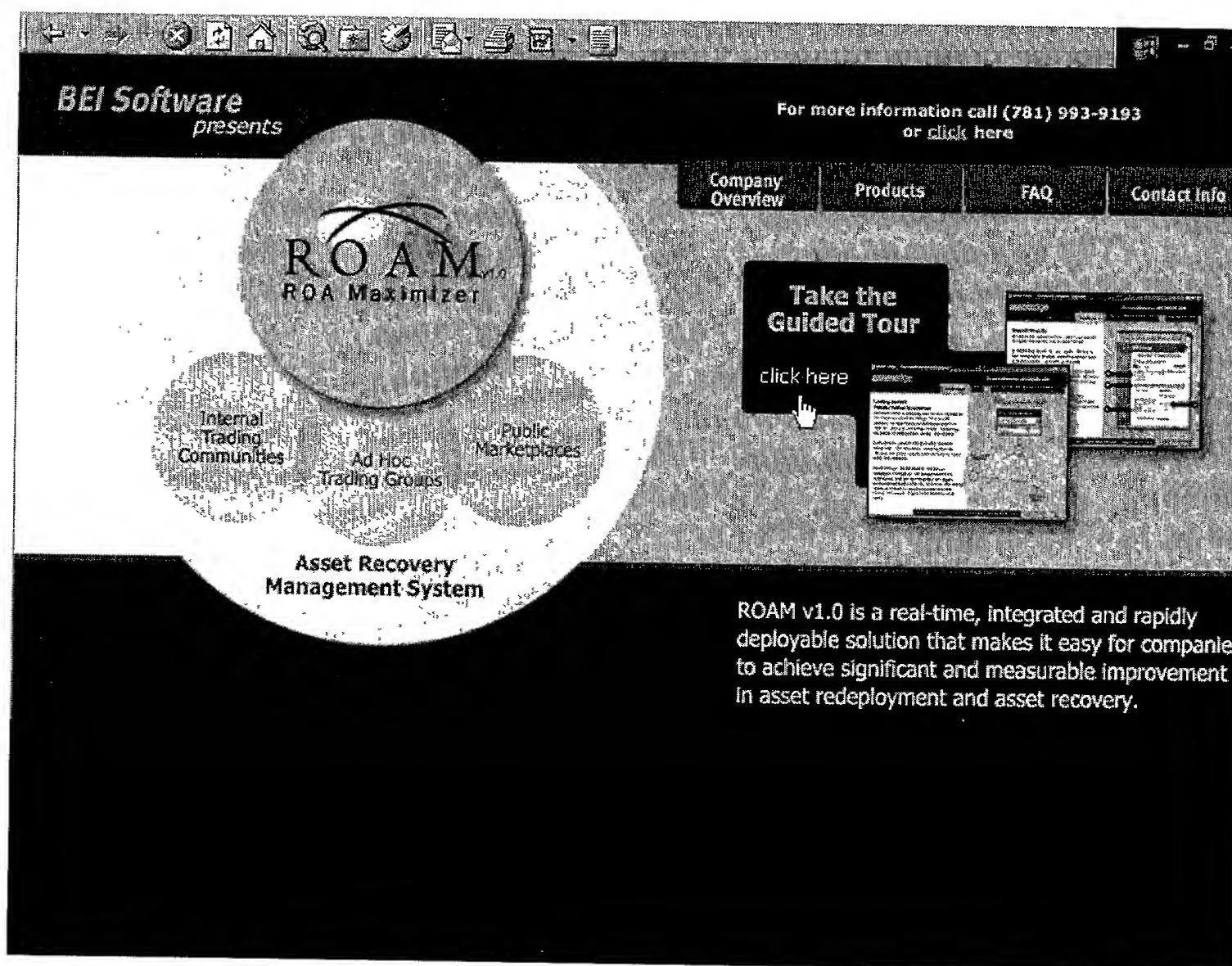


FIGURE 2(A)

The screenshot shows a Windows desktop with a browser window open to the ROAM website. The browser's title bar reads 'ROAM.com'. The page content includes a navigation bar with links for Home, Company Overview (which is highlighted in a dark box), Products, FAQ, and Contact Information. A sidebar on the left offers a 'Guided Tour' with a 'click here' button and a thumbnail image. The main content area discusses BEI Software's Web-based solutions for asset management. A sidebar on the right lists 'Company Overview' links: Technology Overview, Management Team, and Careers. At the bottom, there's a footer with a copyright notice and links to Home, Company Overview, Products, FAQ, Terms & Conditions, Contact Info, and Guided Tour.

For more information call (781) 993-9193
or [click here](#)

[Home](#) [Company Overview](#) [Products](#) [FAQ](#) [Contact Information](#)

Company Overview

Take the Guided Tour [click here](#)

BEI Software develops Web-based solutions that allow corporations to maximize business profits by redeploying and recovering investments in idle or surplus assets. Our product, Return On Asset Maximizer (ROAM™) v1.0, allows corporations to avoid unnecessary purchases of new capital assets when the same assets are available elsewhere within an organization. It integrates with a company's current asset management systems to enable a more efficient redeployment of idle capital assets across divisions and geographic lines. As companies continue to face pressure to achieve more efficient operations, and with the global economy resulting in increased expansion and consolidation, ROAM v1.0 can save billions of dollars.

Prior to the release of ROAM, BEI Software used its aggregation technology to create BiddersEdge.com, the popular auction portal. The site was launched in November 1998 and shut down in February 2001. Prior to the shut down, Bidder's Edge aggregated 7.5 million listings at more than 200 auction sites.

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FIGURE 2(B)

The screenshot shows a computer browser window displaying the ROAM v1.0 website. The header includes a logo for 'ROAM v1.0', a phone number 'For more information call (781) 993-9193 or click here', and a navigation menu with links for Home, Company Overview, Products, FAQ, and Contact Information. A sidebar on the left features a button 'Take the Guided Tour click here' with a small thumbnail image. The main content area is titled 'About ROAM v1.0' and discusses the product as a web-based solution for managing, accessing, and acquiring used and surplus assets. It highlights a \$350 billion market and the inefficiencies of redeploying assets. The text is organized into several paragraphs, with some sections in bold. A sidebar on the right is titled 'More about ROAM:' and lists 'Key Features', 'Top Benefits', and 'Technology'. At the bottom of the page is a footer with links to Home, Company Overview, Products, FAQ, Terms & Conditions, Contact Info, and Guided Tour, along with a copyright notice: '© BEI Software All Rights Reserved'.

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About ROAM v1.0

Return On Asset Maximizer (ROAM) v1.0 is a web-based, integrated, and rapidly deployable solution that makes it easy for companies to manage, access, and acquire a tailored, global selection of used and surplus assets.

The global market for used and surplus goods is \$350 billion, according to a Tradeout.com study, and is derived from sales through brokers, classified sales, auctions, direct sales, and exchanges. While the \$350 billion market is impressive, we believe it is literally the "tip of the iceberg." The real market size is much greater, but because of inefficiencies and the lack of infrastructure, much of a company's surplus or idle assets never get redeployed, sold, or disposed of in a timely manner. According to our research, we estimate that 5-10% of a typical company's equipment assets are idle or surplus. For large companies, these assets could represent hundreds of millions of dollars.

ROAM v1.0 is designed to help companies avoid unnecessary purchases of new capital assets when the same assets are available elsewhere within the organization. As corporations continue to face pressure to achieve more efficient operations, and with the global economy resulting in more expansion and consolidation, businesses need a better means of tracking and redeploying capital assets across divisions and geographies. These assets may come from a variety of activities, including mergers and acquisitions, equipment upgrades, and machinery recalls and replacements.

Furthermore, companies typically lack an efficient mechanism for finding surplus assets outside of their domain. This process can sometimes take weeks or months. Since companies frequently have no choice but to buy new, they are failing to take advantage of the opportunity to save millions of dollars by better redeploying their own assets or by buying surplus from others.

The ROAM v1.0 infrastructure provides a solution to all of these problems. It allows large and medium-sized firms to redeploy their idle and surplus assets efficiently, assists in the sale and disposal process, and provides the resources to easily locate and buy from an internal and external aggregation of idle and surplus inventory items.

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FIGURE 2(C)

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About ROAM v1.0

ROAM v1.0's key features include

Internal Trading Communities: ROAM v1.0 facilitates a company's ability to list and redeploy its own surplus and idle assets across divisions by allowing the organization to create its own confidential and secure private virtual trading community. A company builds its own private trading community within the ROAM v1.0 environment by creating an asset listing area for each division.

Ad Hoc Trading Groups: ROAM v1.0 also allows businesses to create ad hoc trading groups among self-selected partner companies. These trading groups are confidential and secure, and they can be created without any involvement from BEI. Partner companies can post surplus and idle assets into a shared, searchable listing area that is visible only to authorized users within each of the companies.

Public Marketplaces: Organizations using our software service will be able to list their own excess inventory and equipment, making it available to an access-controlled selection of external auction sites, brokers, and exchanges. Buyers in the ROAM v1.0 environment can easily search for item availability both internally and externally.

Customization: By implementing the ROAM v1.0 solution, purchasing departments will be able to customize their corporate view of the millions of approved idle and surplus assets available globally to ensure that only authorized sites and categories are utilized.

Integration: ROAM v1.0 utilizes Web-based software to create an integrated solution designed to be embedded within a company's existing asset management, electronic procurement, and commerce systems. ROAM v1.0 can incorporate the workflow capabilities of such systems into a company's redeployment and/or procurement processes, or companies can choose to rapidly deploy using ROAM v1.0's stand-alone publishing and approval capabilities.

Complements Existing Solutions Providers: ROAM v1.0 is an ideal complement to exchange solutions provided by such companies as Ariba and Commerce One. While these solutions address common purchasing relationships, they do not address -- as ROAM v1.0 does -- spot buying or internal asset redeployment. BEI plans to work closely with auction and exchange software vendors to develop server plug-ins that allow new installations of their software to be easily included in our network of searchable sites. This innovation gives sellers on these exchanges automatic exposure to BEI's entire buyer base. From the buyer's perspective, it means there will be an ever-increasing number of suppliers and sources.

Tools: BEI offers deals on excess inventory; they can use Search Alert to run daily searches on their behalf and to unique tools that allow users to quickly and easily find the items they seek, significantly reducing their time investment. Our Search Alert™ feature, for example, provides buyers with an invaluable benefit. If an item they seek isn't available, or if they simply want to watch the market for spot notify them upon availability.

Reports: ROAM v1.0 also offers a report generator that provides data on all idle and surplus inventory listings, outstanding searches, and trade activity. These reports can provide visibility into the history of a company's atypical expenditures and help identify trends to determine whether a specific formal relationship should be established.

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FIGURE 2(D)

The screenshot shows a web browser window with the ROAM v1.0 logo at the top left. At the top right, there is a message: "For more information call (781) 993-9193 or [click here](#)". Below the header, there is a horizontal menu bar with links: Home, Company Overview, Products, FAQ, and Contact Information. On the left side, there is a sidebar with a button labeled "Take the Guided Tour click here" with a cursor icon pointing to it. Below this button is a small thumbnail image of a software interface. On the right side, there is a box titled "More about ROAM:" containing three links: "Key Features", "Top Benefits", and "Technology". The main content area is titled "Top Benefits of ROAM v1.0" and lists ten numbered benefits. At the bottom of the page, there is a horizontal menu with links: Home, Company Overview, Products, FAQ, Terms & Conditions, Contact Info, and Guided Tour. A copyright notice at the bottom center reads: "© BEI Software. All Rights Reserved."

Top Benefits of ROAM v1.0

Return on Asset Maximizer (ROAM) v1.0 offers a host of time- and money-saving benefits to participating companies. Our goal in building ROAM v1.0 was to create a working environment that dramatically exceeds current mechanisms for redeploying and acquiring surplus and idle assets. By implementing ROAM v1.0, your organization will be positioned to

1. Redeploy surplus and idle assets within and across divisions, geographies, and select trade groups.
2. Save substantial amounts of money on capital acquisition
3. Recover value on unused assets.
4. Remove fully depreciated or idle assets off the books.
5. Reduce the time your company spends searching for assets while providing both private and public asset listings.
6. Increase purchase leverage through the aggregation of capital spending
7. Integrate the listing and approval of assets with your existing Inventory Management, Purchasing, and Logistics systems.
8. Create private, secure trade groups that include your existing partners, brokers and exchange relationships. ROAM v1.0 also allows internal and external asset consumers to receive proactive notices regarding asset availability
9. Generate reports to validate the success of your investment recovery activities.
10. Facilitate or adapt to reorganization, consolidation, or merger & acquisition activity

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FIGURE 2(E)

The screenshot shows a Windows-based web browser displaying the ROAM website. The page title is 'Technology'. The main content discusses BEI's patent-pending search and aggregation technology, mentioning its scalability, search engine, aggregation technology, and real-time category normalization. A sidebar on the left offers a 'Guided Tour' and a 'More about ROAM' section with links to Key Features, Top Benefits, and Technology. The bottom of the page includes a navigation bar with links to Home, Company Overview, Products, FAQ, Terms & Conditions, Contact Info, and Guided Tour, along with a copyright notice.

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or [click here](#)

Home Company Overview Products FAQ Contact Information

Technology

Take the Guided Tour [click here](#)

ROAM

BEI's patent-pending search and aggregation technology is the result of nearly four years learning and understanding the requirements and nuances of markets using dynamic pricing data. The technology changed drastically in that time as the company's knowledge base grew. By having first handled the needs and scale of the consumer auction market, we began applying the same technology to other dynamic and static e-commerce formats in the B2B markets.

The following characteristics make our technology unique

- **Proven Scalability:** The BEI database has already proven that it is highly scalable. It has managed more than 7.5 million active items covering 2,800 categories derived from 200 sites. It can handle more than 750,000 item changes per day. Our highly distributed and modular architecture allows us to efficiently cover thousands of auction sites – and handle extremely high (and constantly growing) volumes of traffic.
- **Highly Optimized, Proprietary Search Engine:** The core component of BEI's search engine is an in-memory database which can perform complex searches on millions of items in less than 20 milliseconds. Many of these search servers can be combined into a distributed system that provides load balancing for scalability and very high reliability. Users can combine keyword and parametric searches with category browsing to rapidly find exactly what they are looking for. They can even tailor their environment to search only specific sites and categories. ROAM's Search Alert™ feature leverages this powerful search technology, to notify users via email when new items become available that match their searches.
- **Automated Aggregation Technology:** BEI has developed automated engines based on proprietary taxonomies and rule sets to aggregate sites quickly, regardless of the software/hardware platforms on which they were developed. Scheduled processes run 24/7 to continuously discover new items and update and close existing items. We have developed a set of tools that allows us to quickly learn about the structure of new sites, parse their data format, normalize their categories, and add them into our environment. As sites change their appearance, so does their data format, requiring exception mechanisms and an ongoing maintenance effort. In addition to our rules-driven HTML parsing technology, we have developed the industry's first XML interface for a standardized way of exporting auction site data.
- **Real-Time Category Normalization:** Aggregated raw data from various sources is only the first step in converting information into a structure that is easily accessible to end-users. As item data is entered into our database, it's normalized to fit into our proprietary product taxonomy. This taxonomy extends the UN/SPSC standard with industry-specific sub-categories, and product-specific micro-categories. Micro-categories facilitate faster product searches and category browsing, getting the user where they want to be faster.

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FIGURE 2(F)

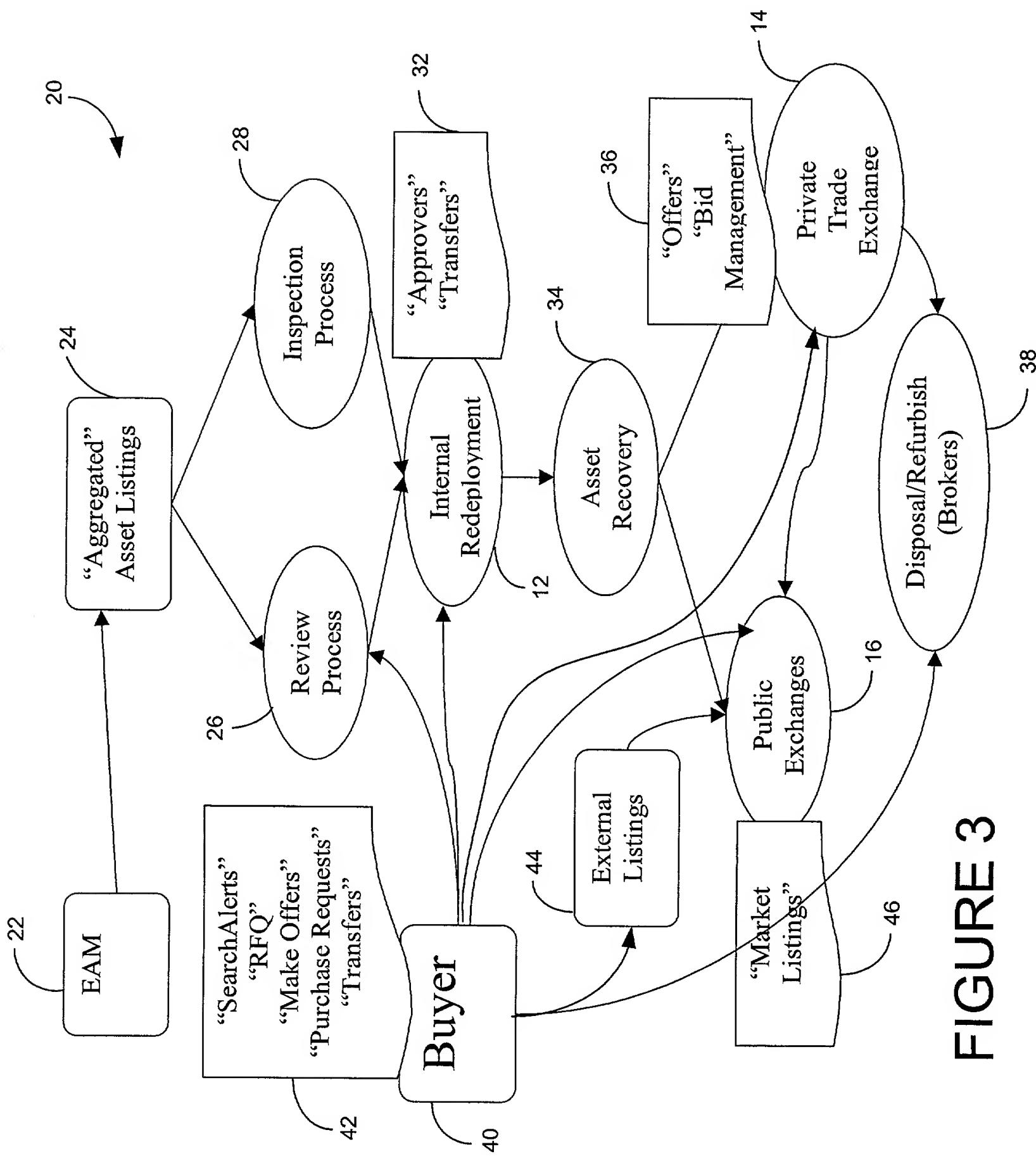


FIGURE 3

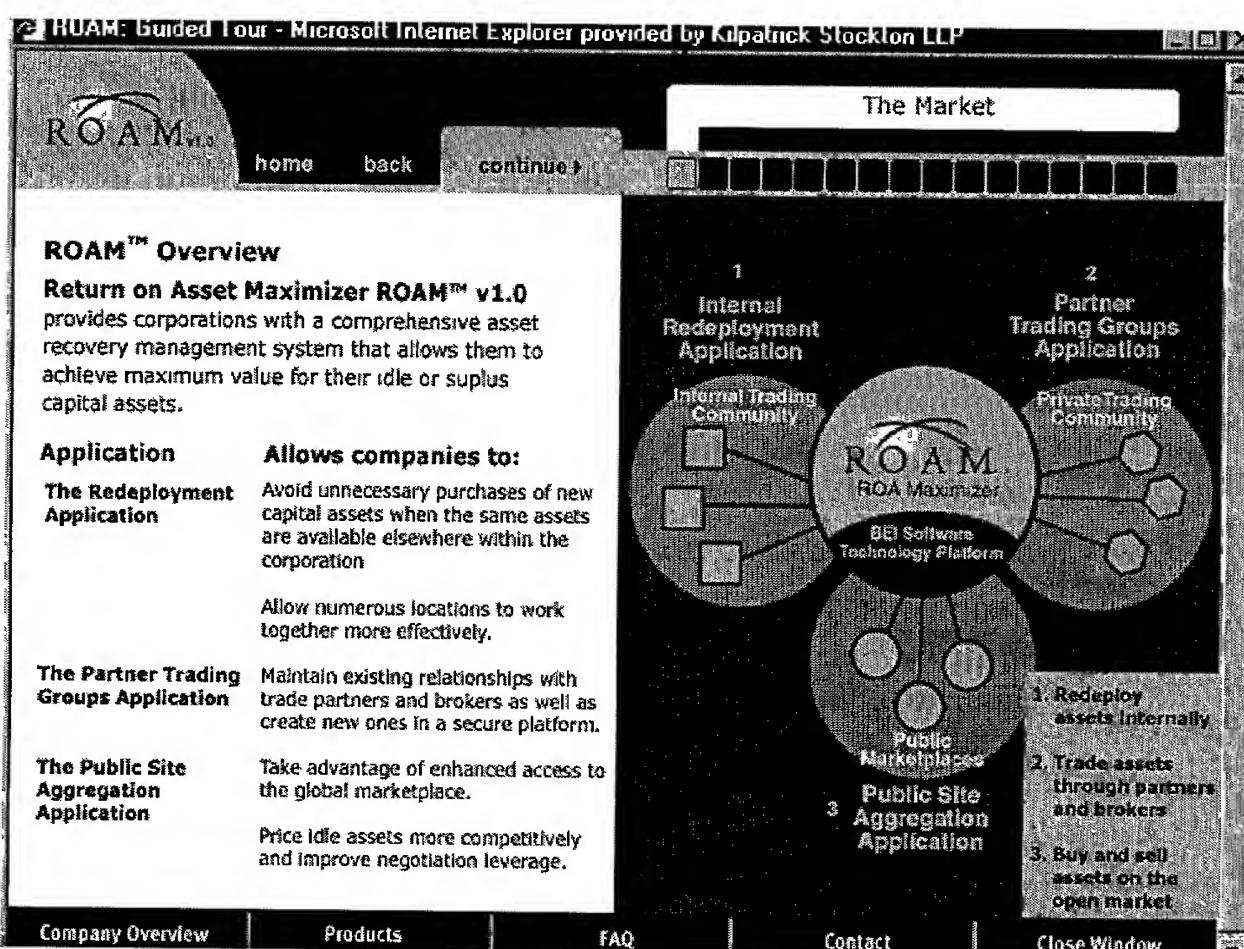


FIGURE 4

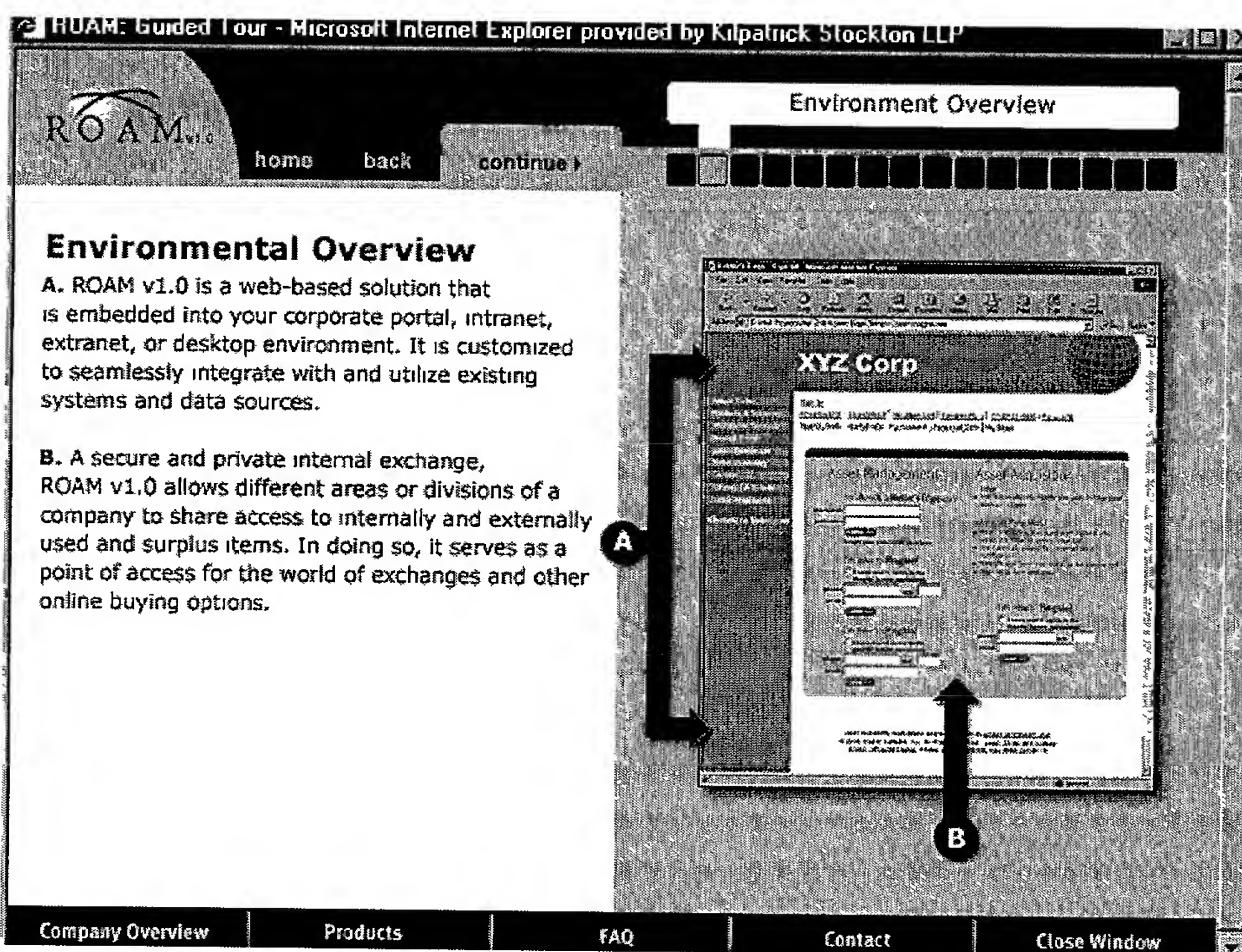


FIGURE 5

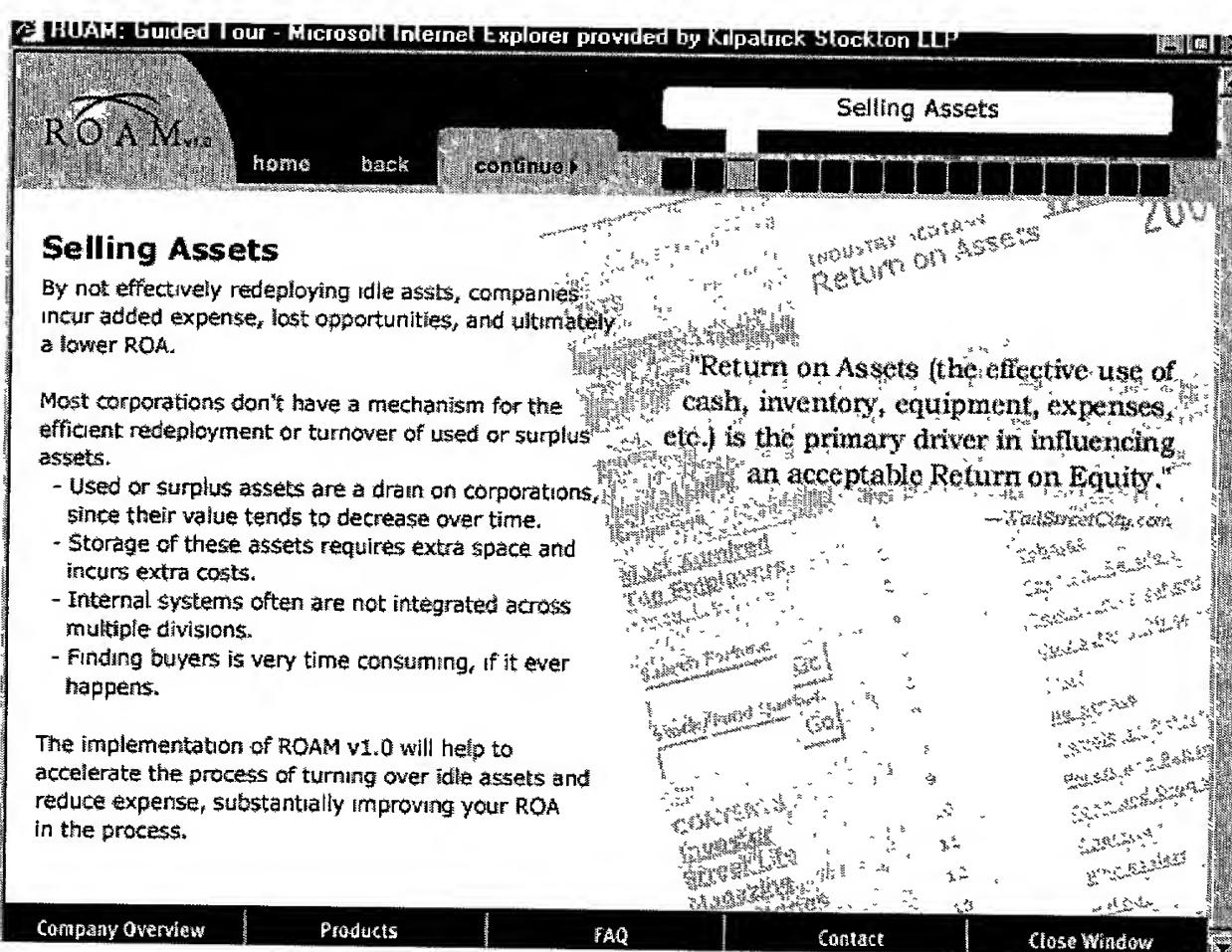


FIGURE 6(A)

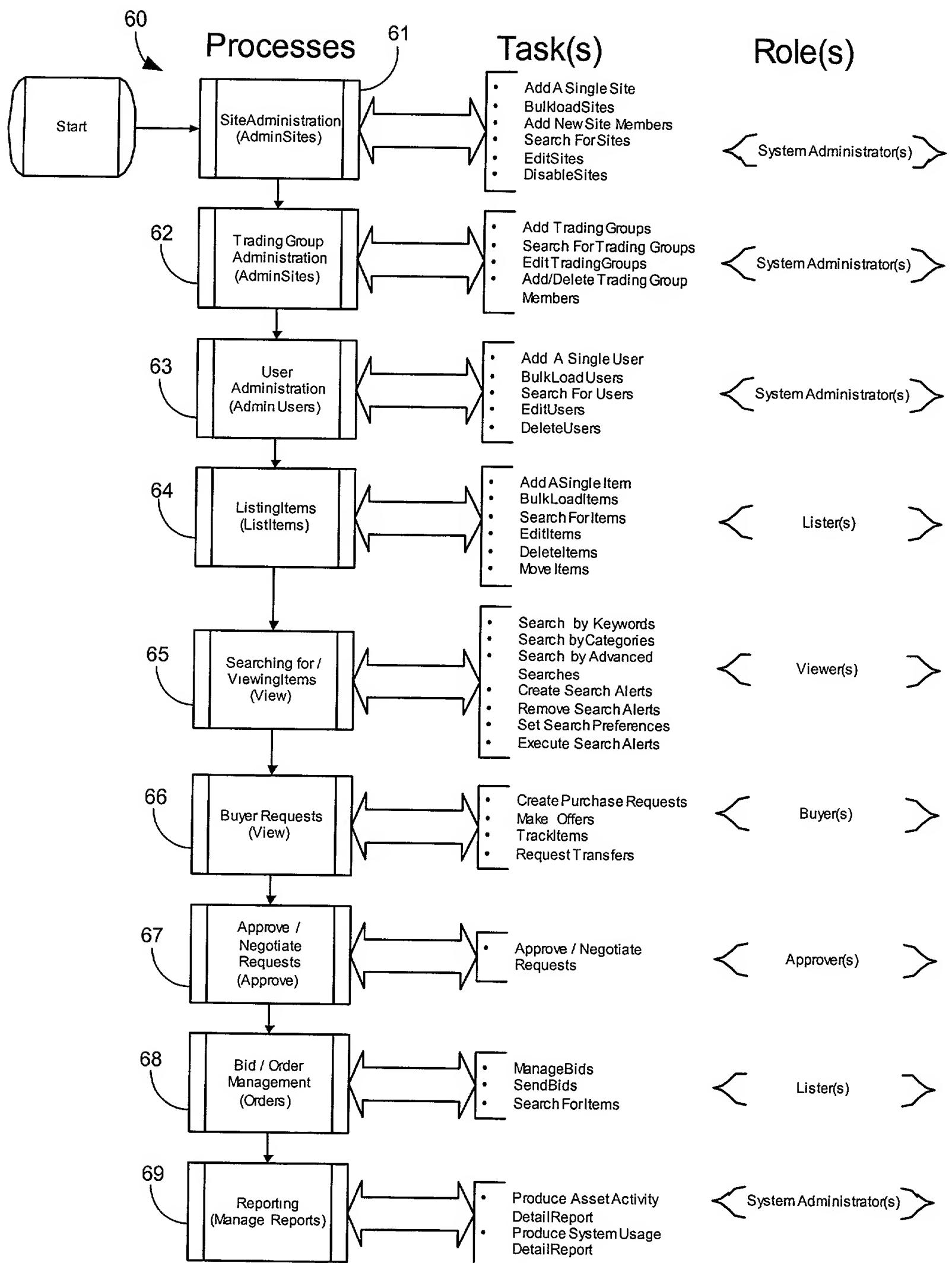


FIGURE 6(B)

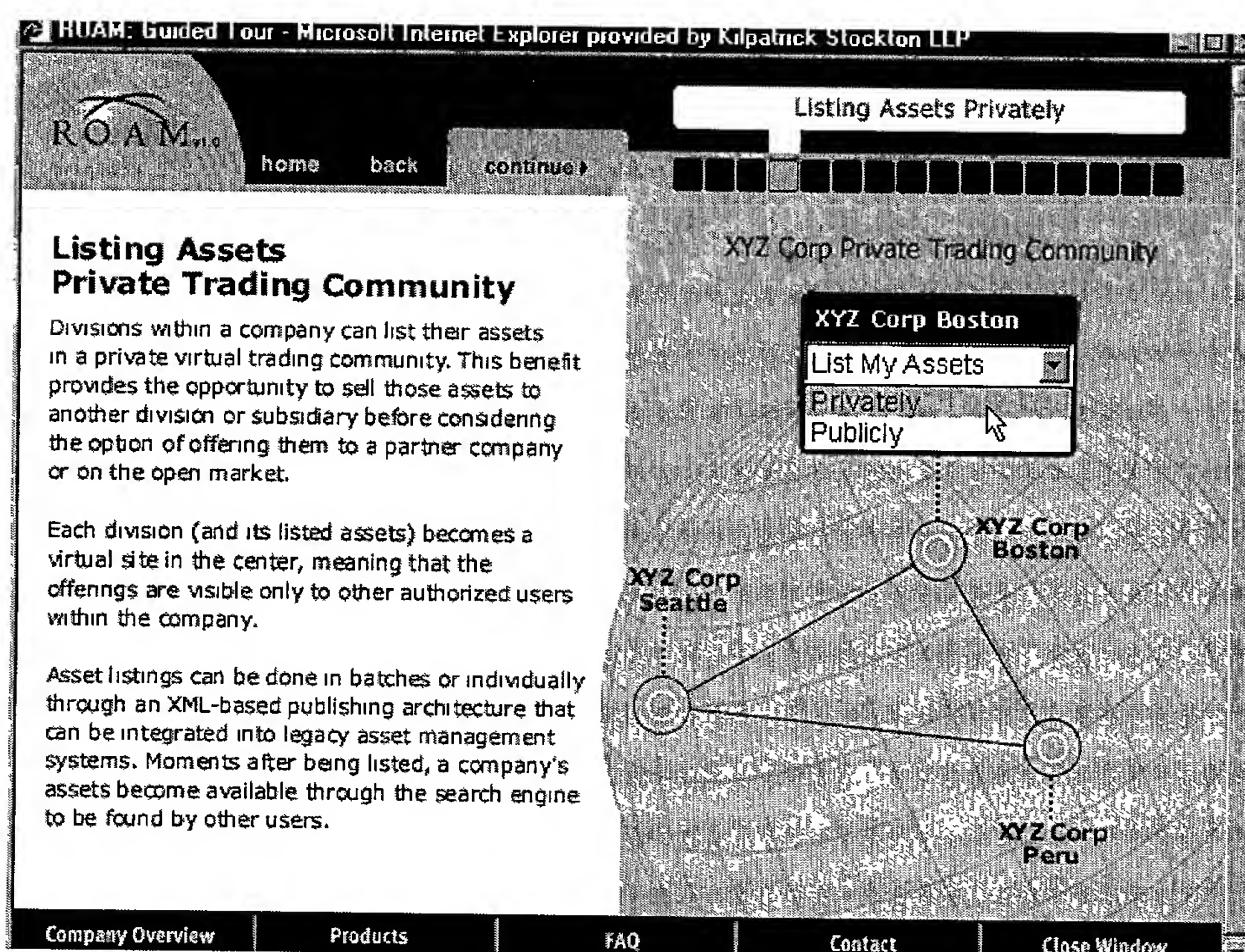


FIGURE 7(A)

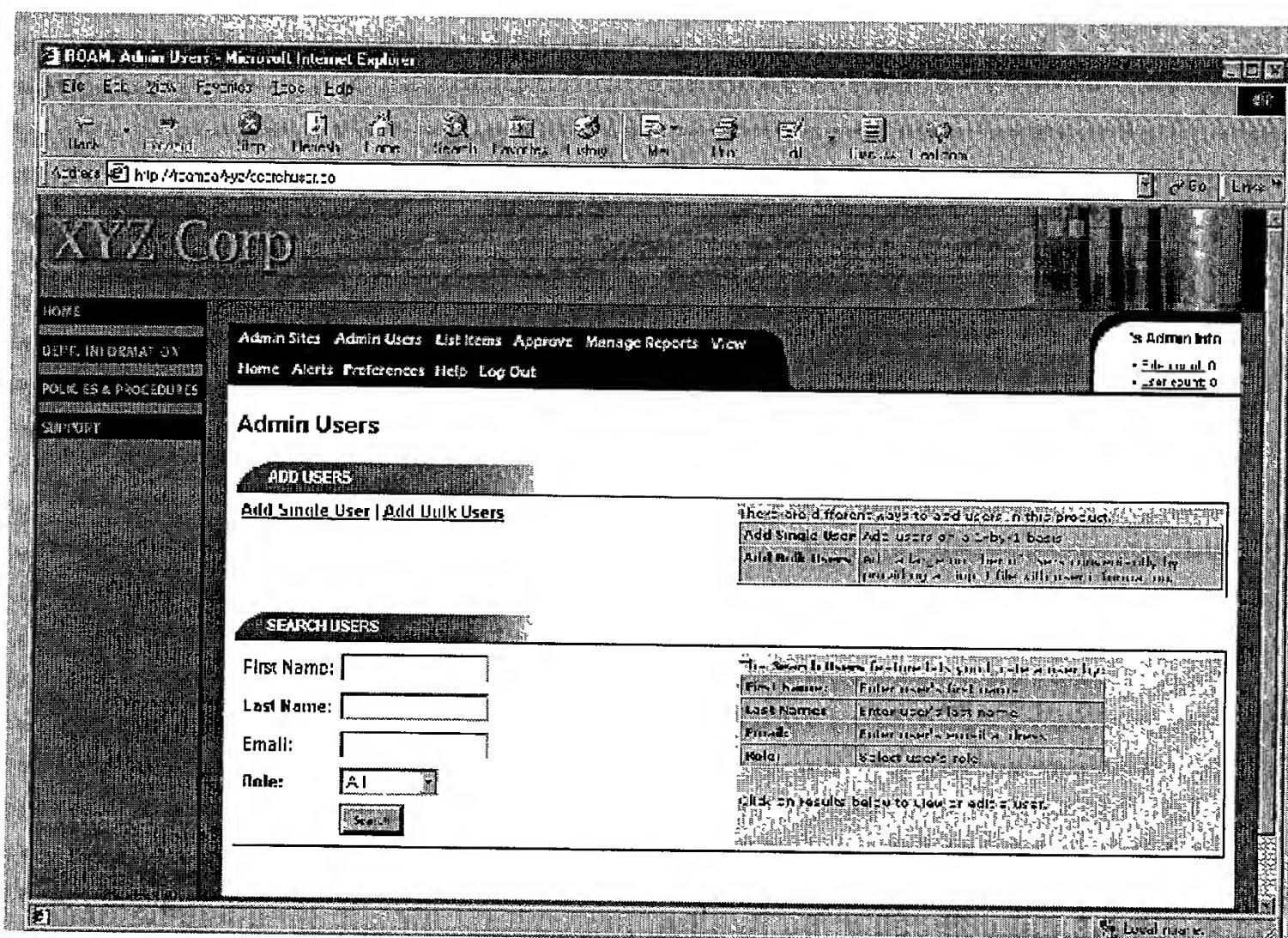


FIGURE 7(B)

ROAM-ERP User - Microsoft Internet Explorer

File Edit View Favorites Icons Help

Back Forward Stop Home Search Favorites List View Help F11 View Local menu

Address: http://monica/xyz/oducc.dz?action=new

XYZ Corp

HOME DEPT. INFORMATION POLICIES & PROCEDURES SUPPORT

Admin Sites Admin Users List Items Approve Manage Reports View Home Alerts Preferences Help Log Out

*s Admin Info
• Admin count: 0
• User count: 0

Add User

[Add to Groups](#)

BASIC INFO

Username: *

Password: *

First Name: *

Last Name: *

Email:

Organization: *

Role: Admin Approver User Buyer

Approver:

Location: * [New](#) [Add](#)

Phone:

Fax:

* = required

Provide basic info about this user

Username: Enter a logical name for the user, e.g.

Password: Enter a password

First Name: Enter user's first name

Last Name: Enter user's last name

Email: Enter user's e-mail address

Organization: Select the user's organization

Role: Select role for the user (defaults to a User) Admin Approver User Buyer

Approver: Select approver for the user (if the user has been given a User role)

Location: Select user's address (if necessary, create one by clicking "New")

Phone: Enter user's phone number

Fax: Enter user's fax number

* = required

FIGURE 7(C)

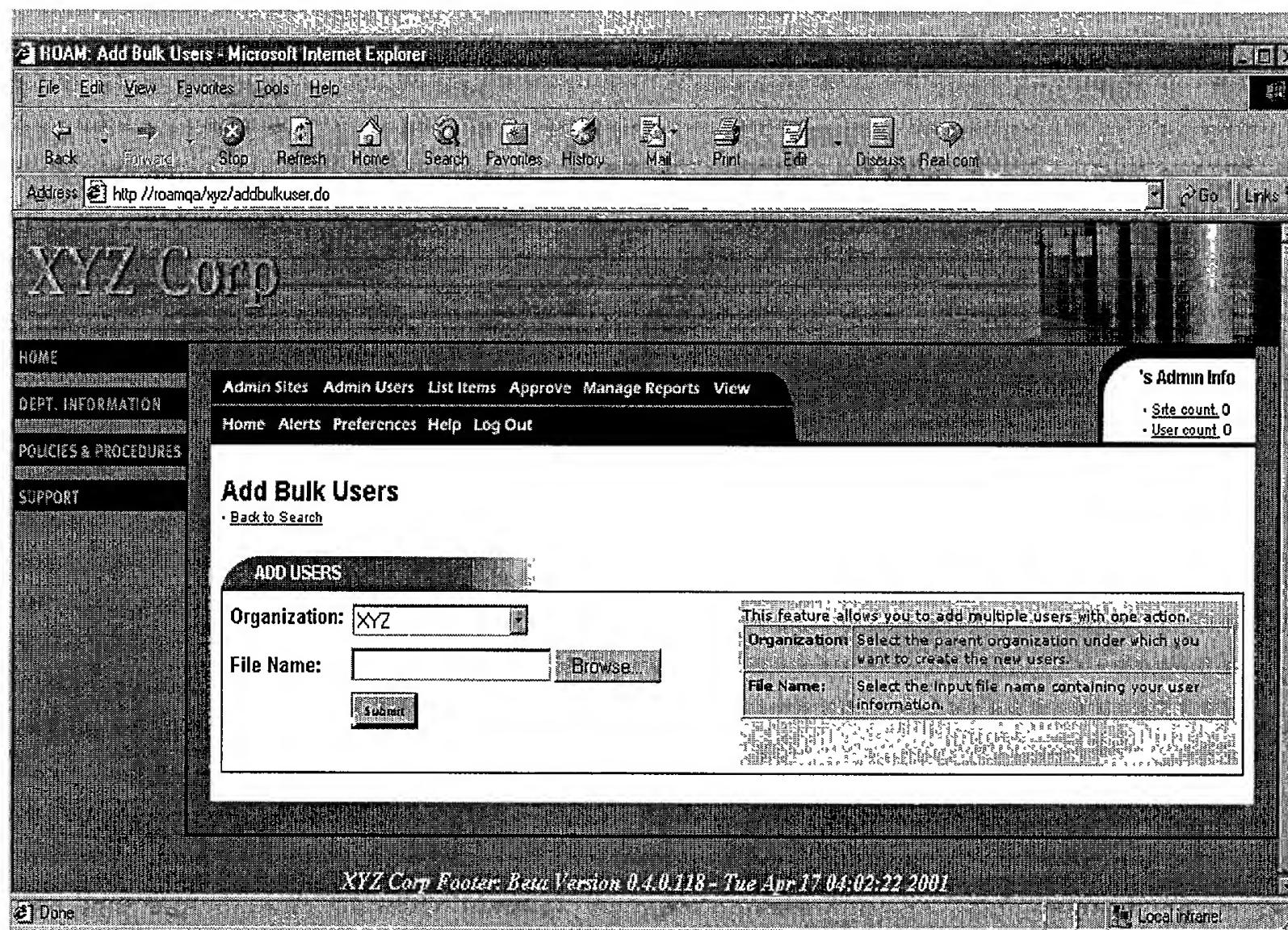


FIGURE 7(D)

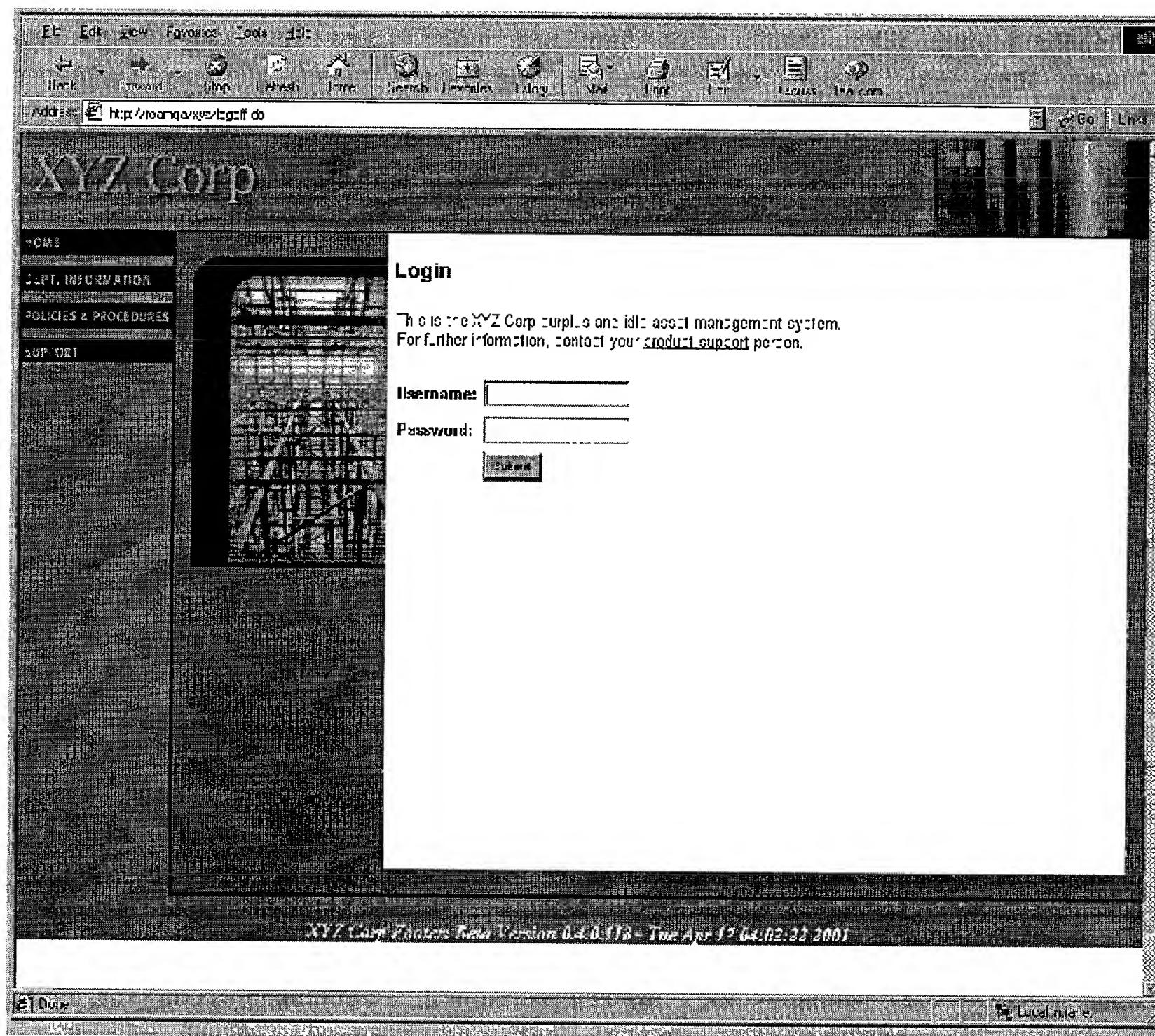


FIGURE 7(E)

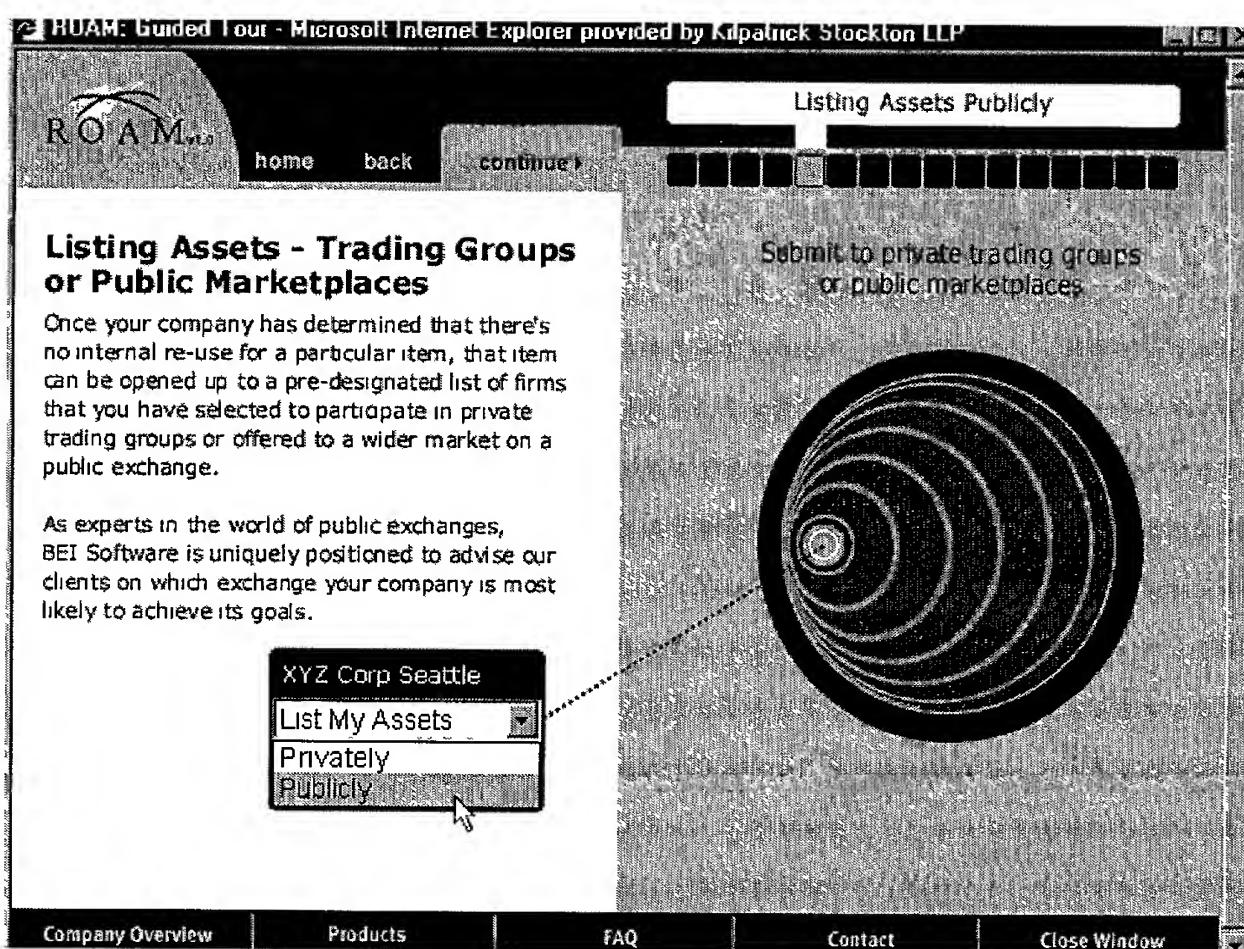


FIGURE 8(A)

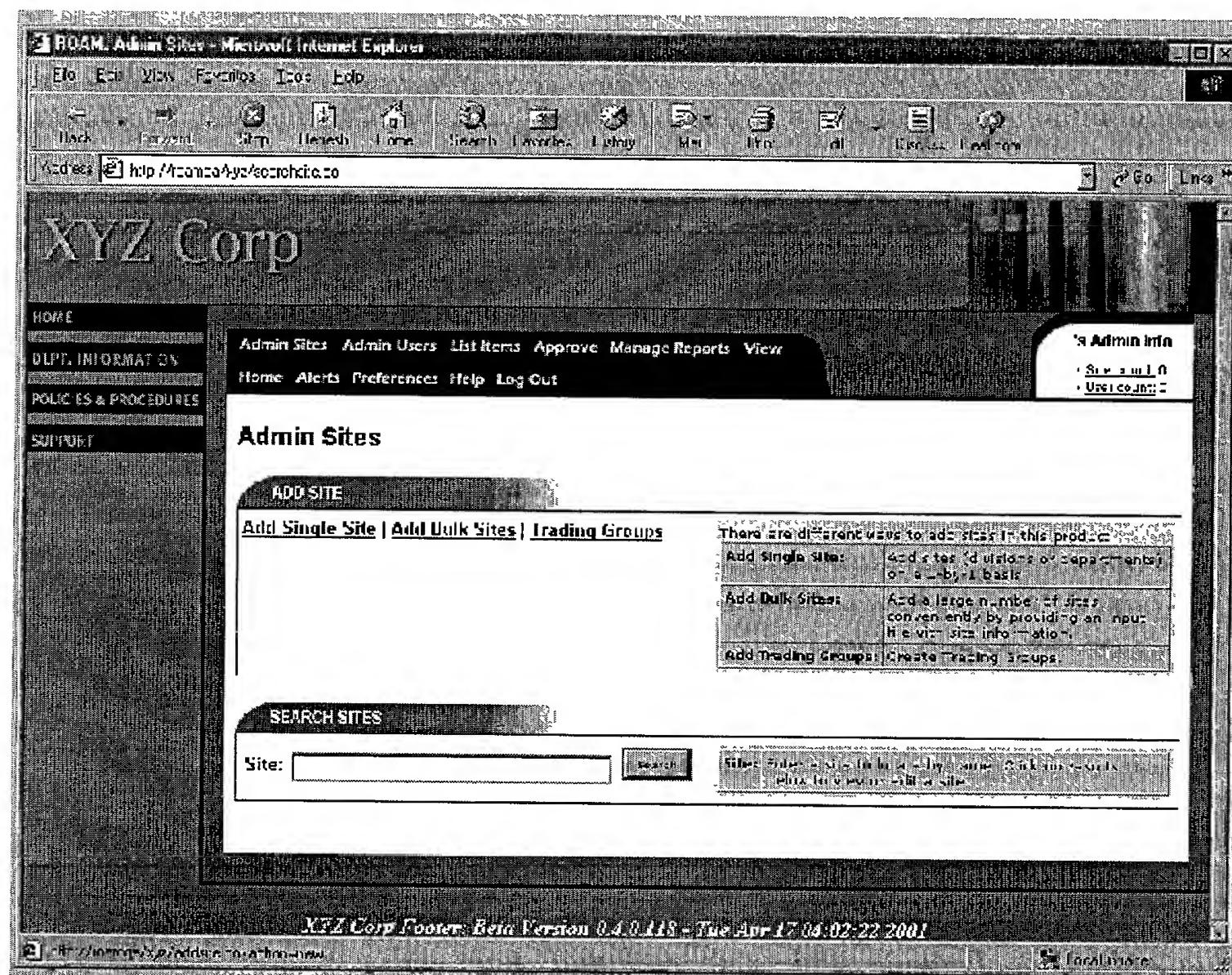


FIGURE 8(B)

ROAM: Edit Site - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Exit Discuss Real.com

Address: http://roamqa/xyz/addsite do?action=new

XYZ Corp

HOME DEPT. INFORMATION POLICIES & PROCEDURES SUPPORT

Admin Sites Admin Users List Items Approve Manage Reports View

Home Alerts Preferences Help Log Out

's Admin Info

• Site count: 0
• User count: 0

Add Site

[Back to Search](#)

BASIC INFO

Create Organization Under: *	Top
Organization Name: *	<input type="text"/>
Contact Name: *	<input type="text"/> - Select One -
URL:	<input type="text"/>
Main Location:	<input type="text"/> - Select One - new edit
Shipping Location:	<input type="text"/> - Select One - new edit
Description:	<input type="text"/>

* = required

Provide basic info about this site.

Create Organization Under: Select the parent organization.

Organization Name: Type in a site name.

Contact Name: Select a contact person for your new site.

URL: Provide a valid URL for your new site (if available), e.g. <http://www.mysite.com>.

Main Location: Select a main address. If necessary, create one by clicking New.

Shipping Location: Select a shipping address. If necessary, create one by clicking New.

Description: Describe your new site.

FIGURE 8(C)

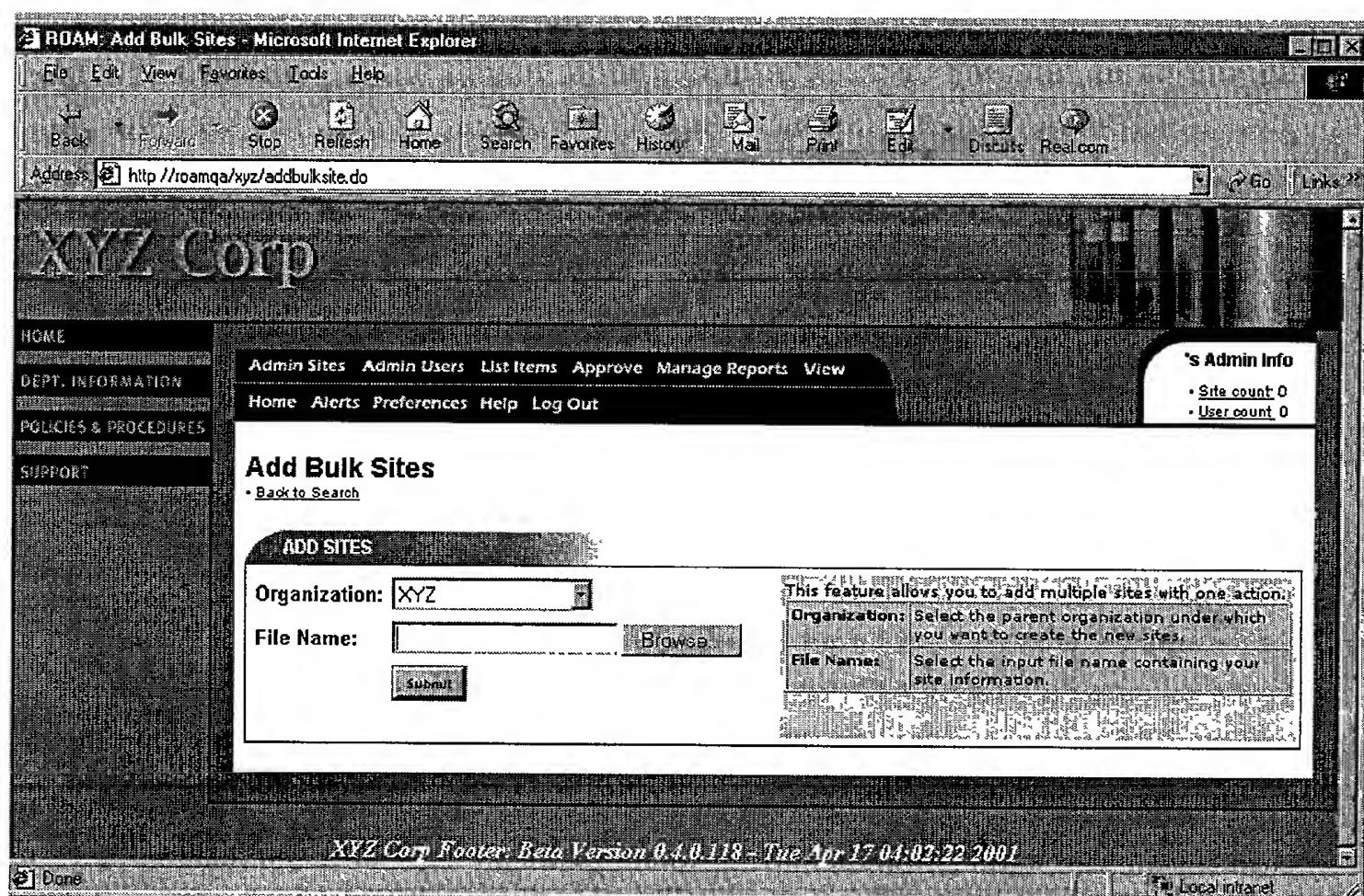


FIGURE 8(D)

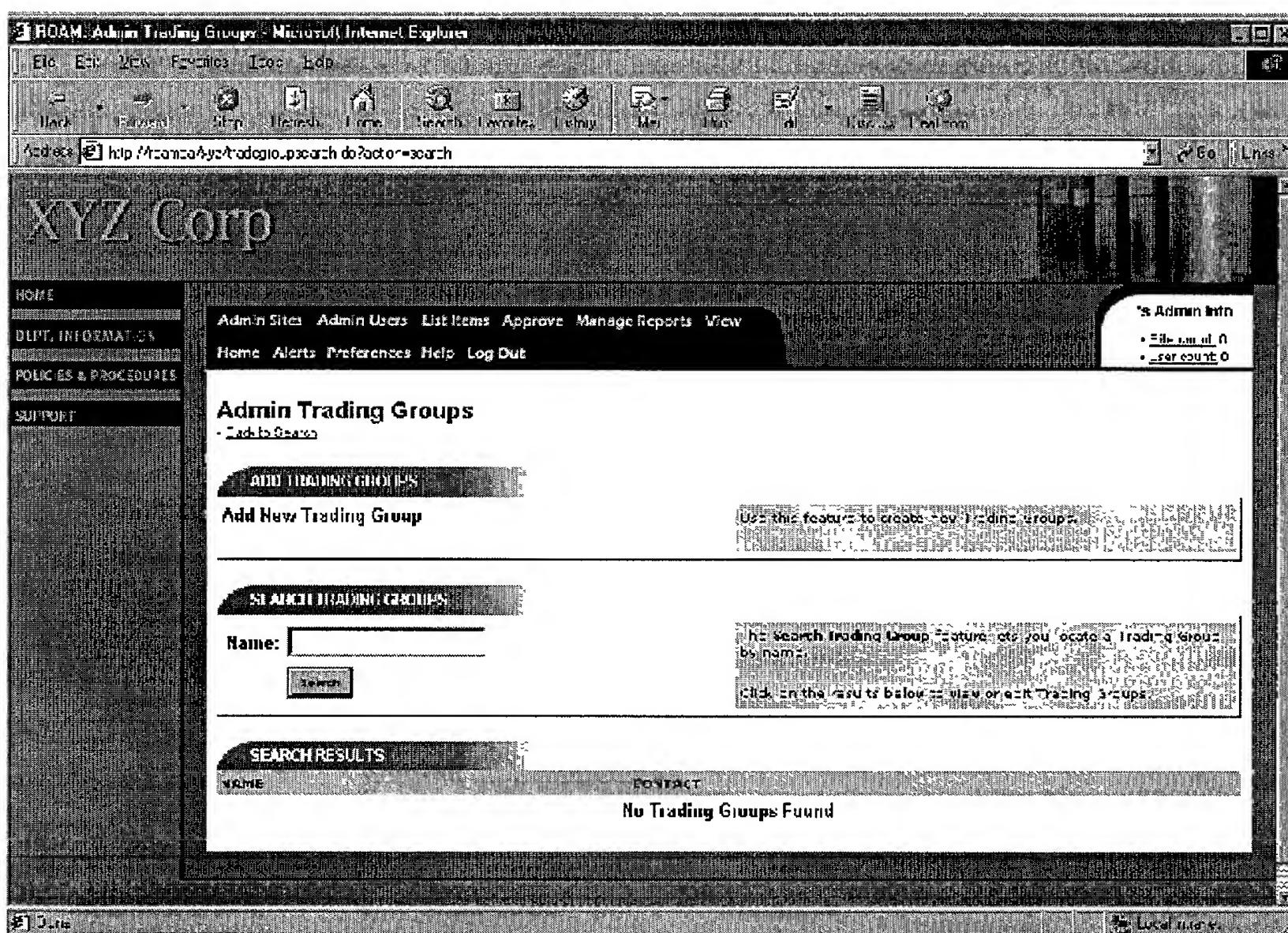


FIGURE 8(E)

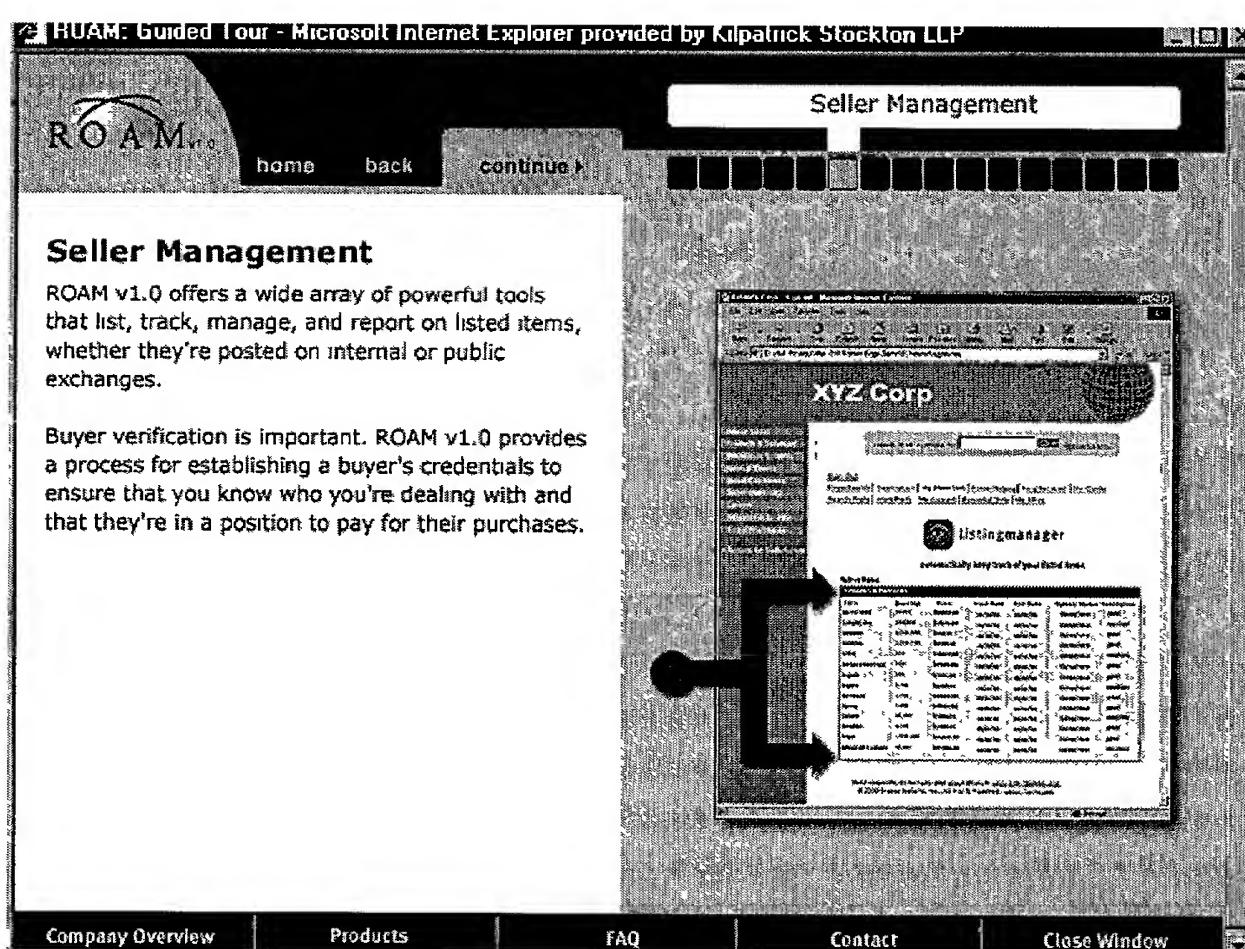


FIGURE 9

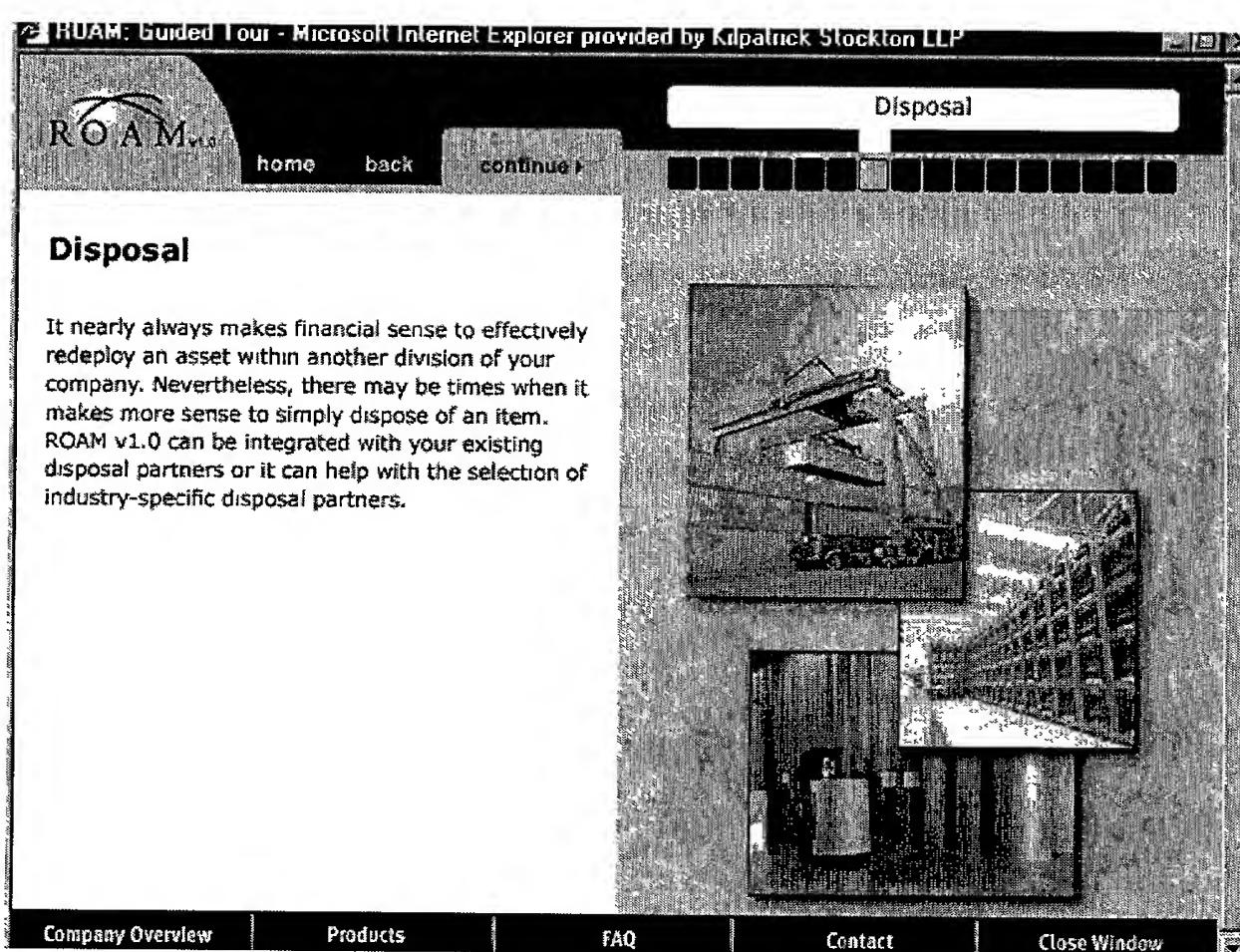


FIGURE 10

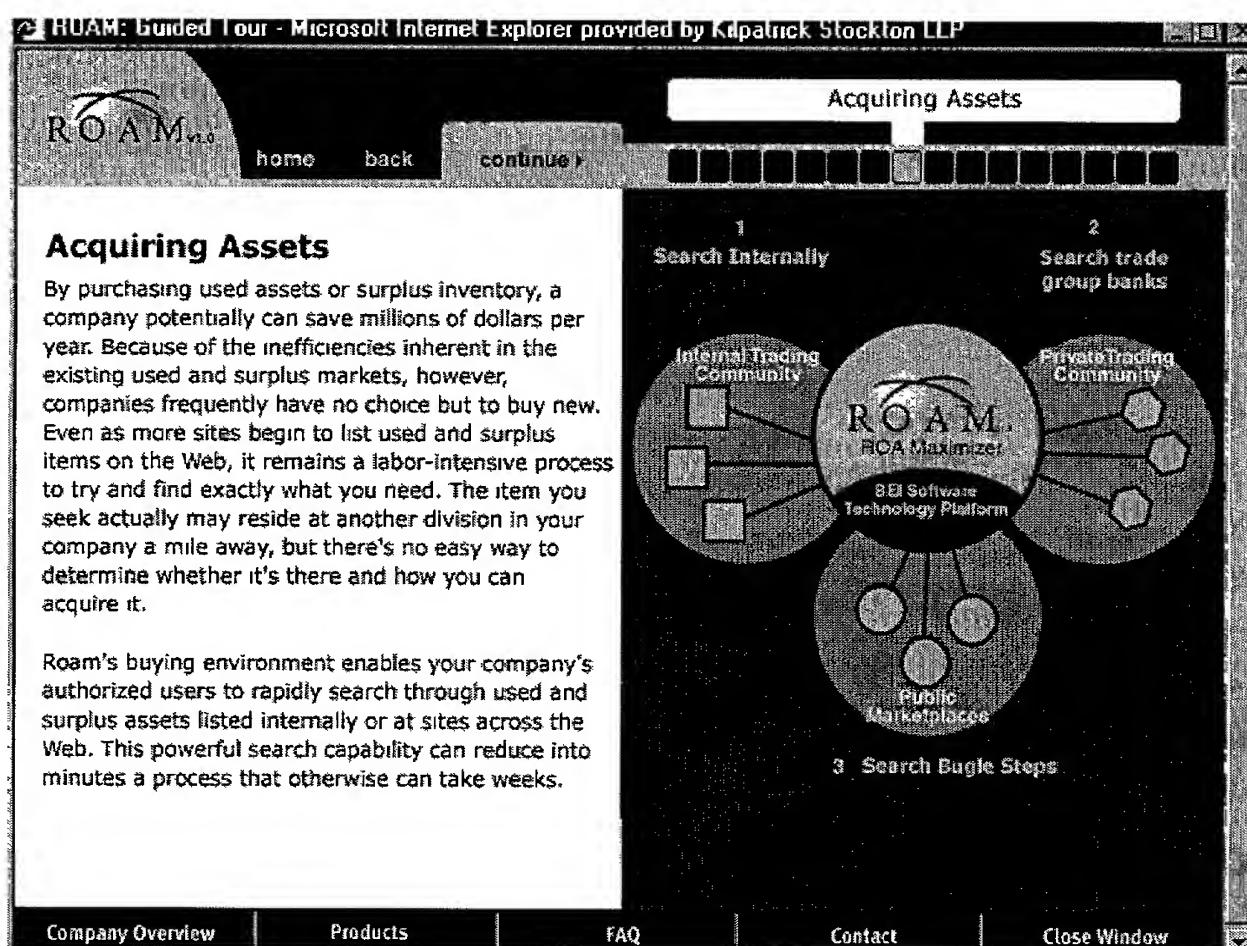


FIGURE 11

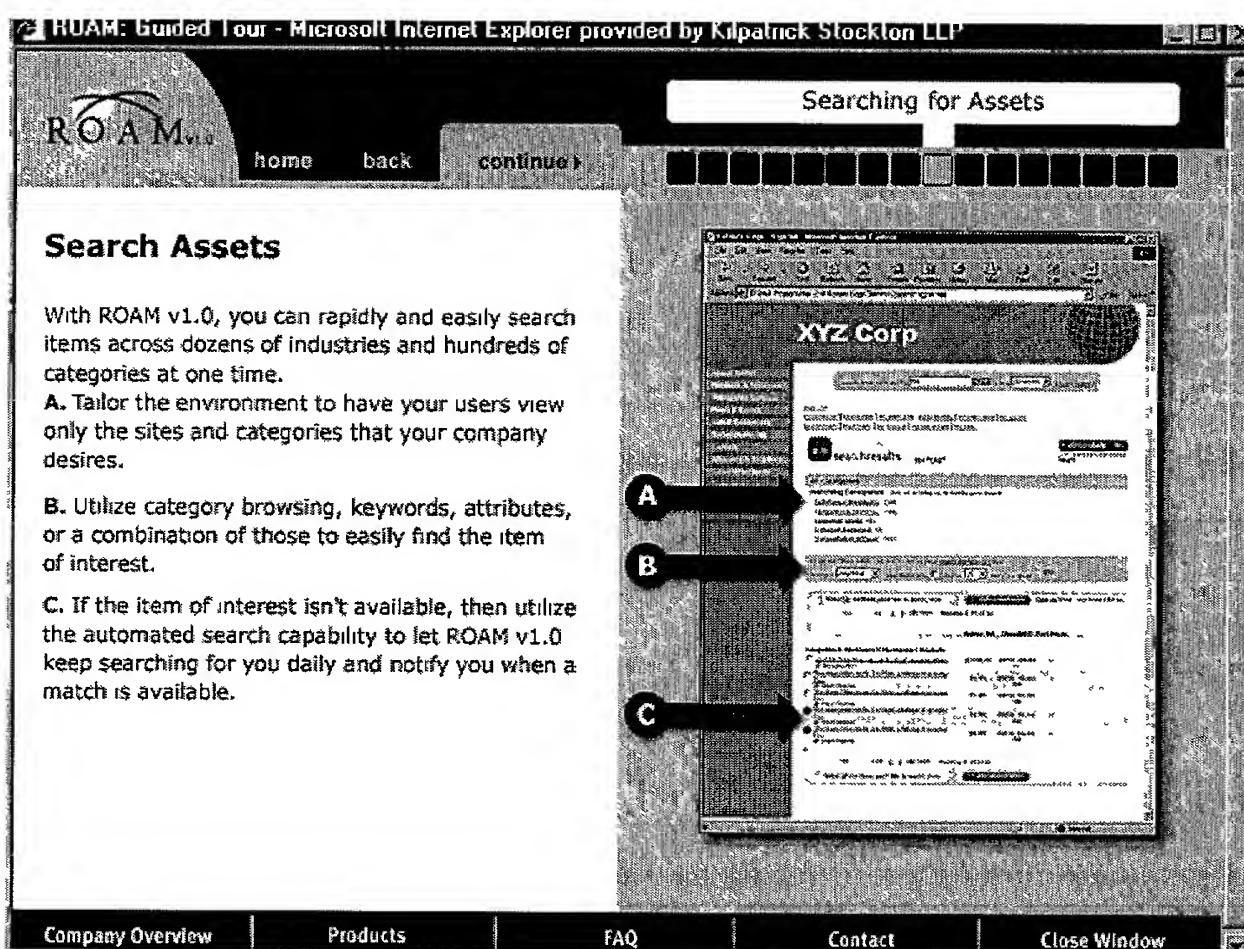


FIGURE 12(A)

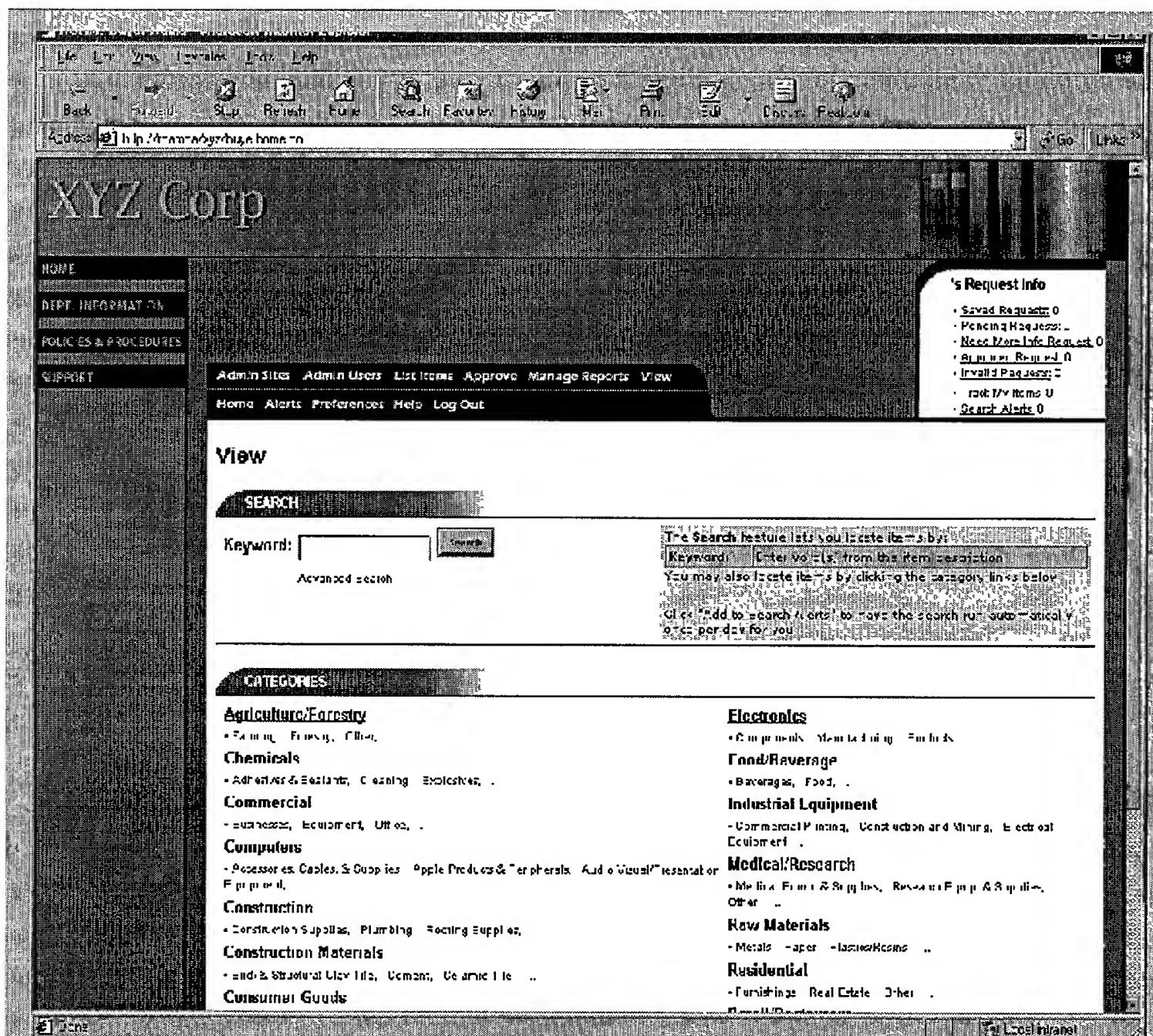


FIGURE 12(B)

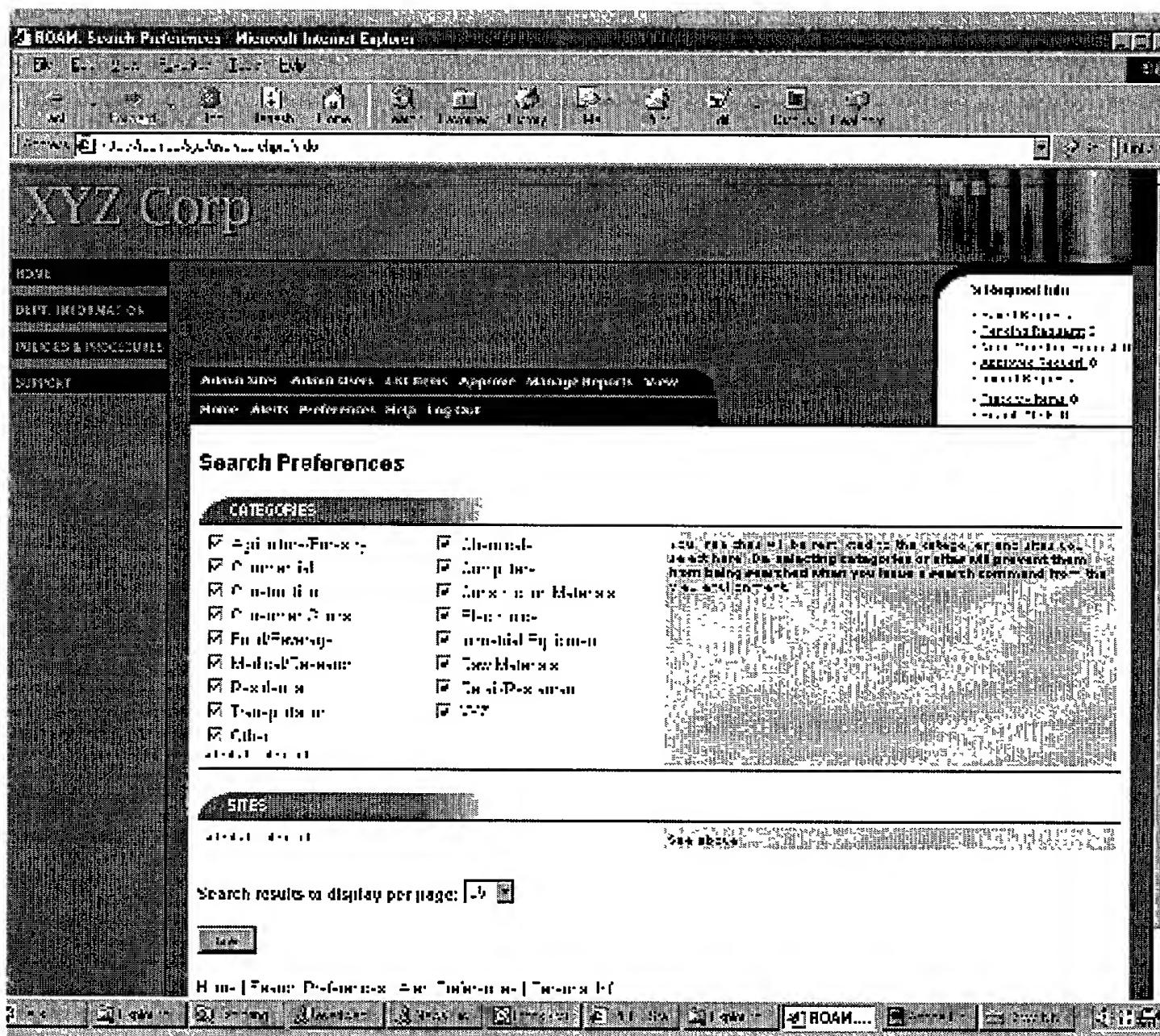


FIGURE 12(C)

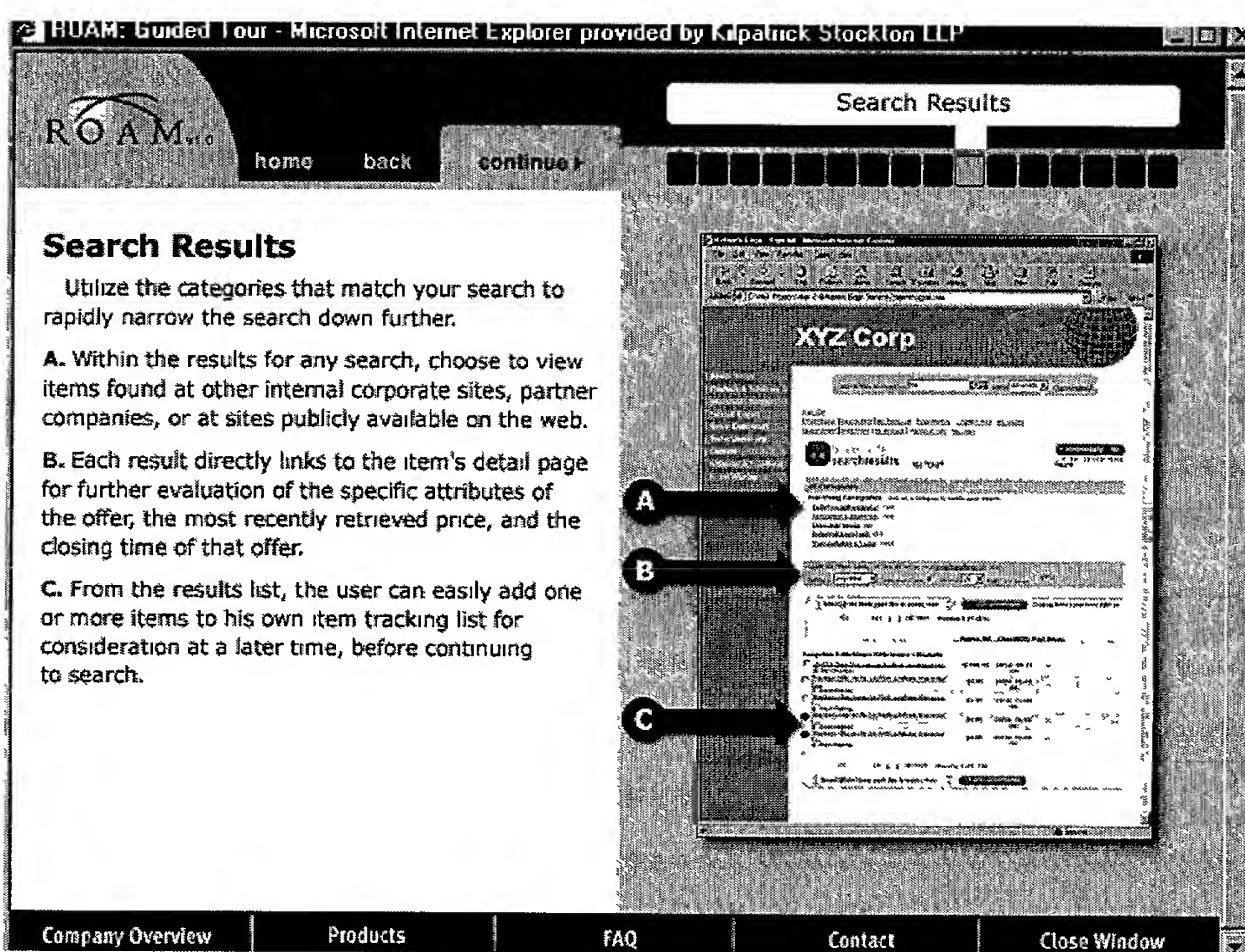


FIGURE 13(A)

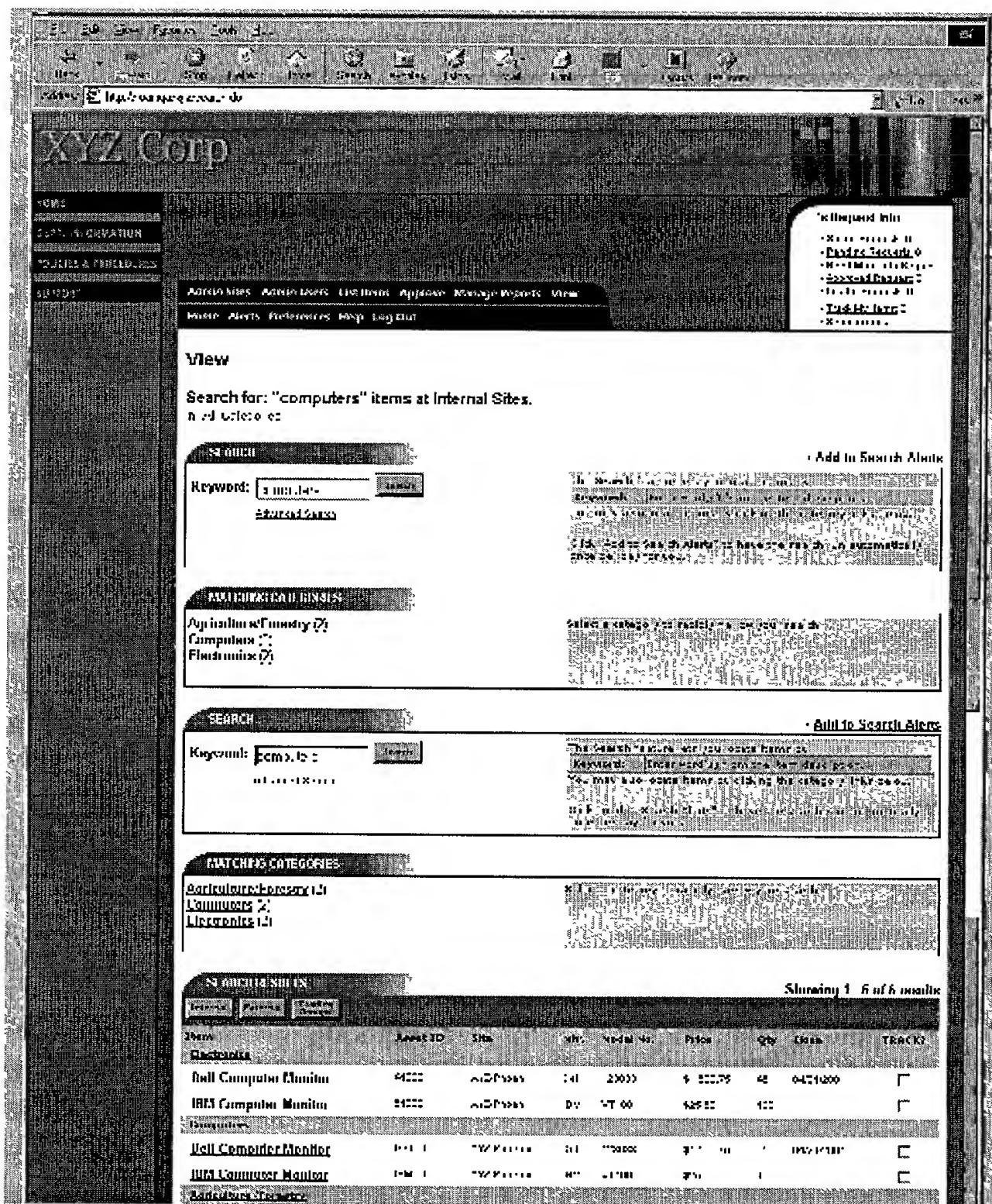


FIGURE 13(B)

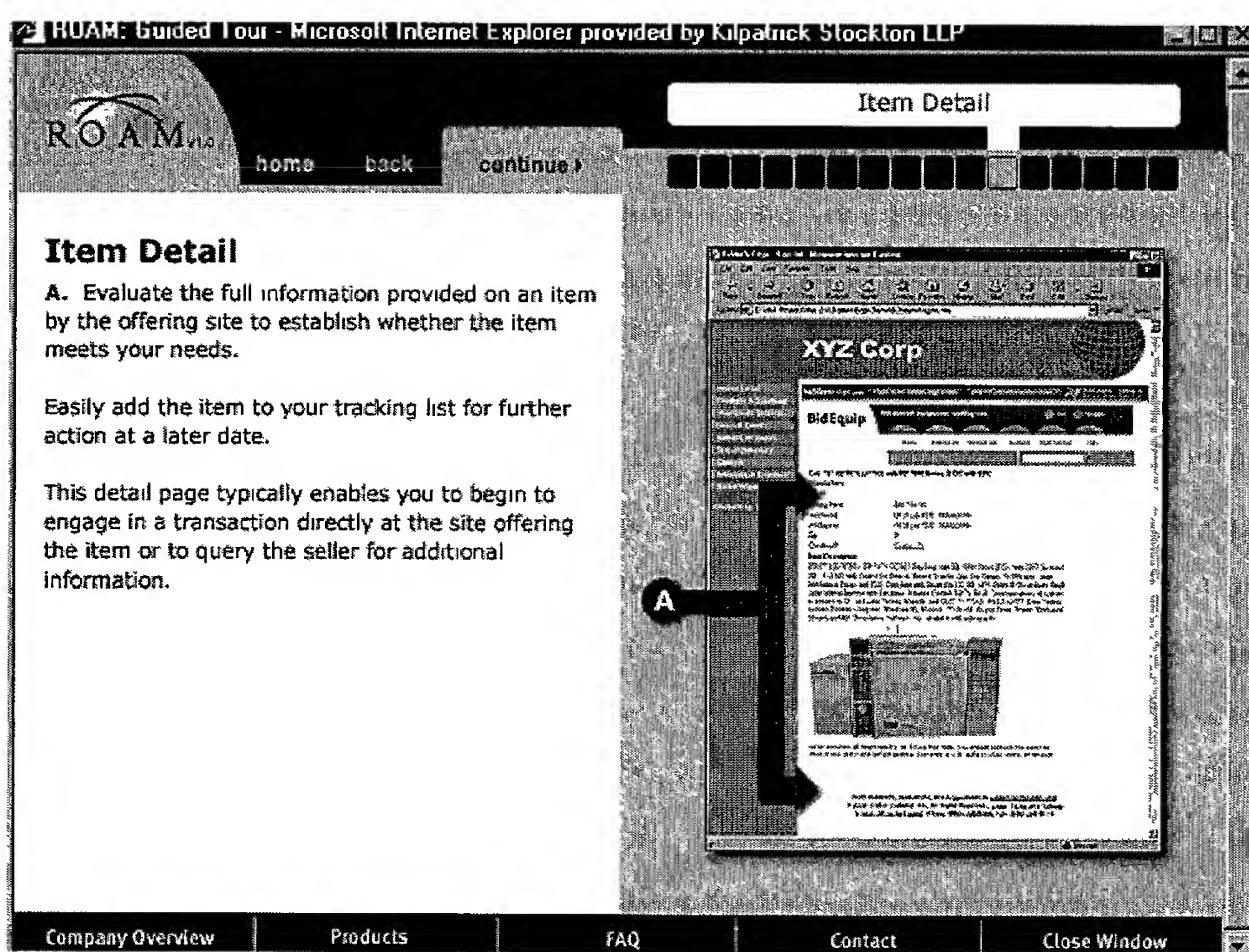


FIGURE 14(A)

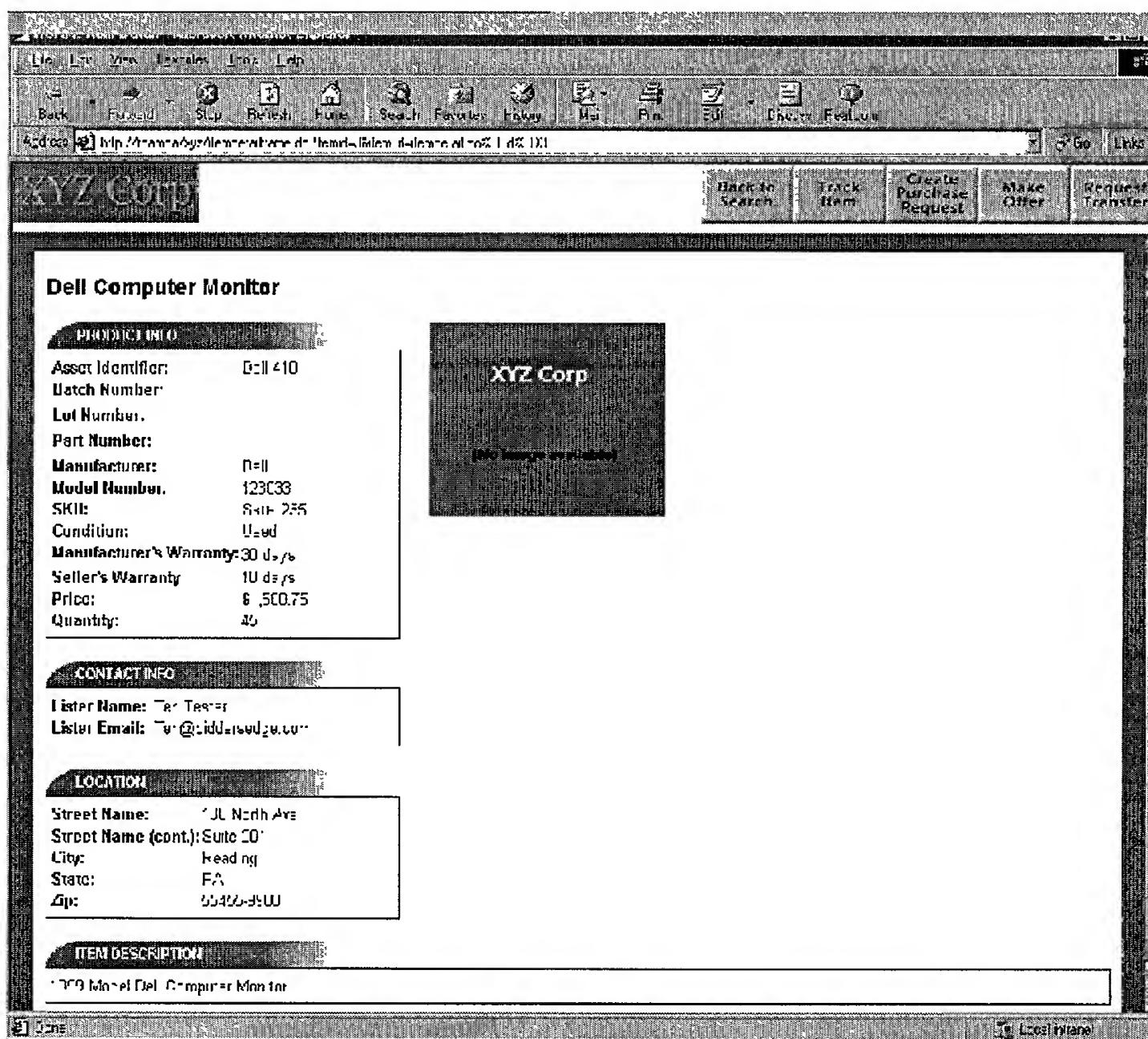


FIGURE 14(B)

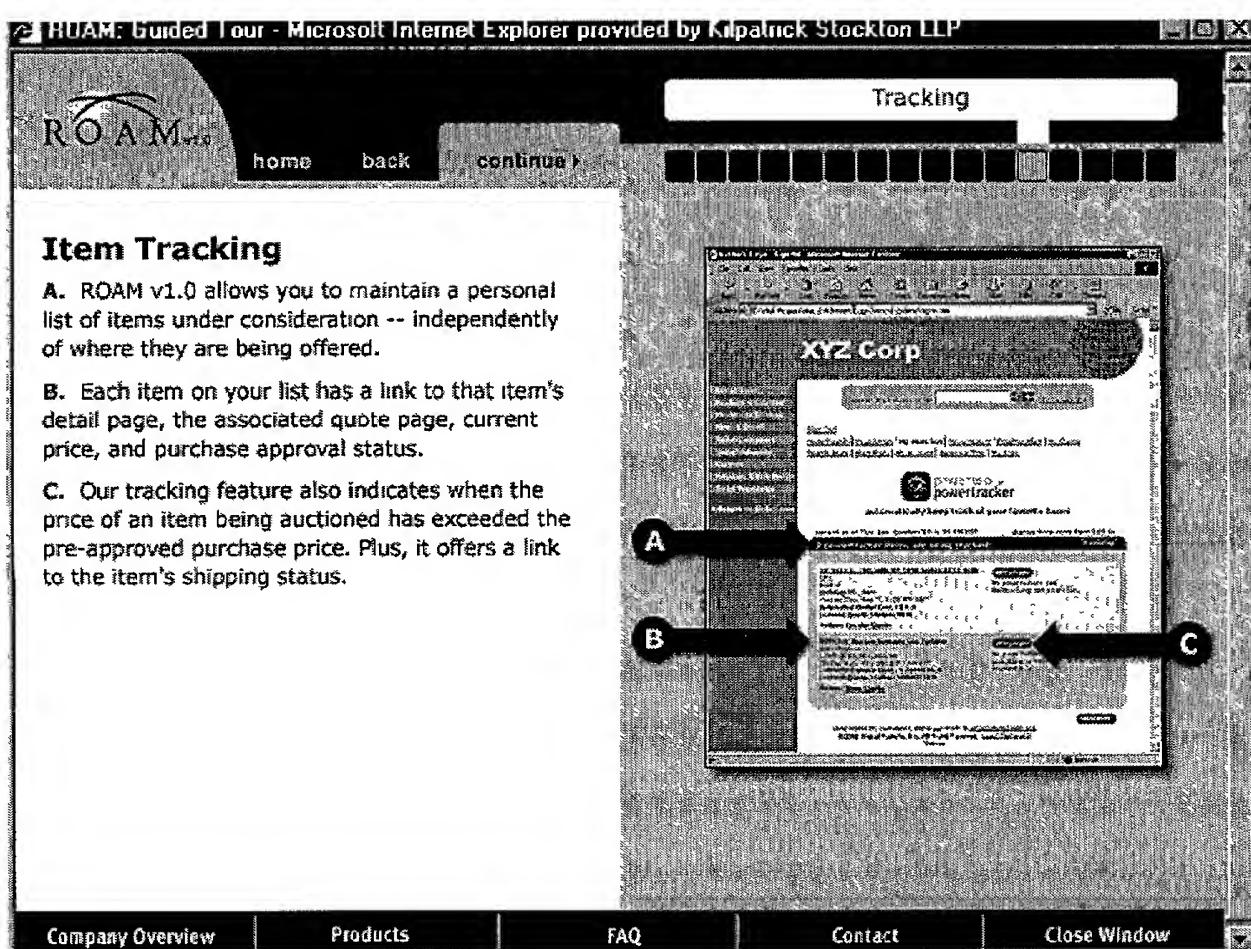


FIGURE 15

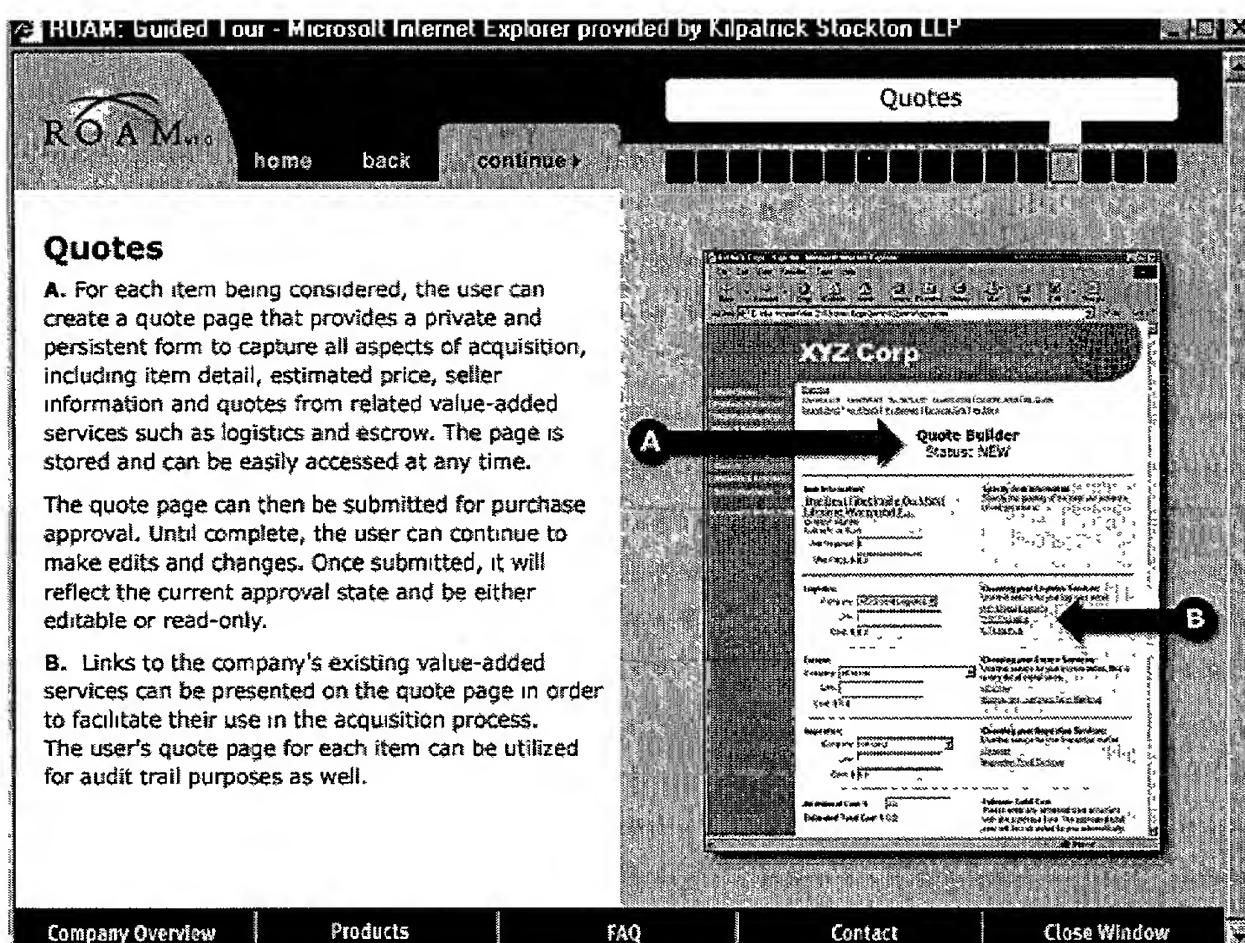


FIGURE 16

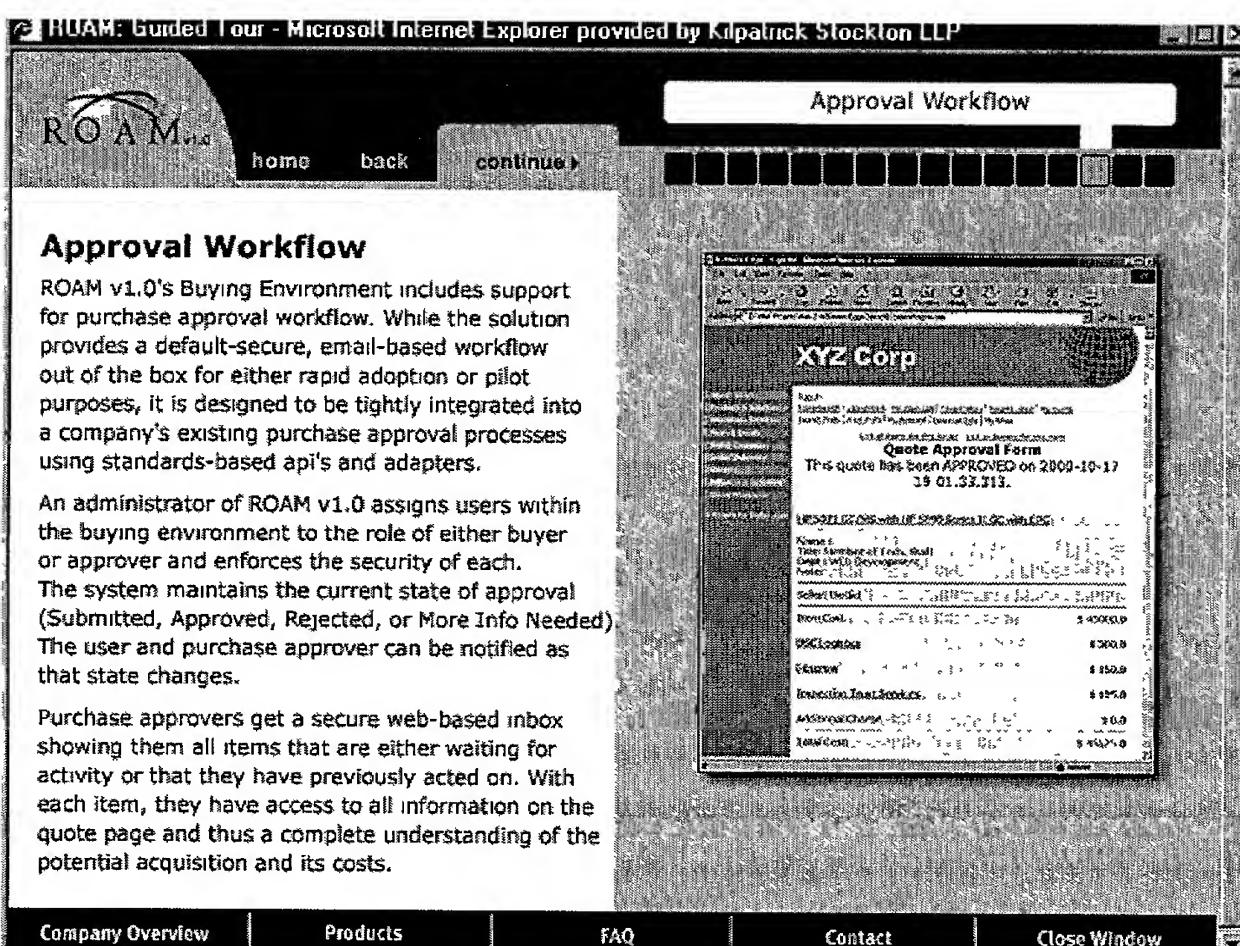


FIGURE 17(A)

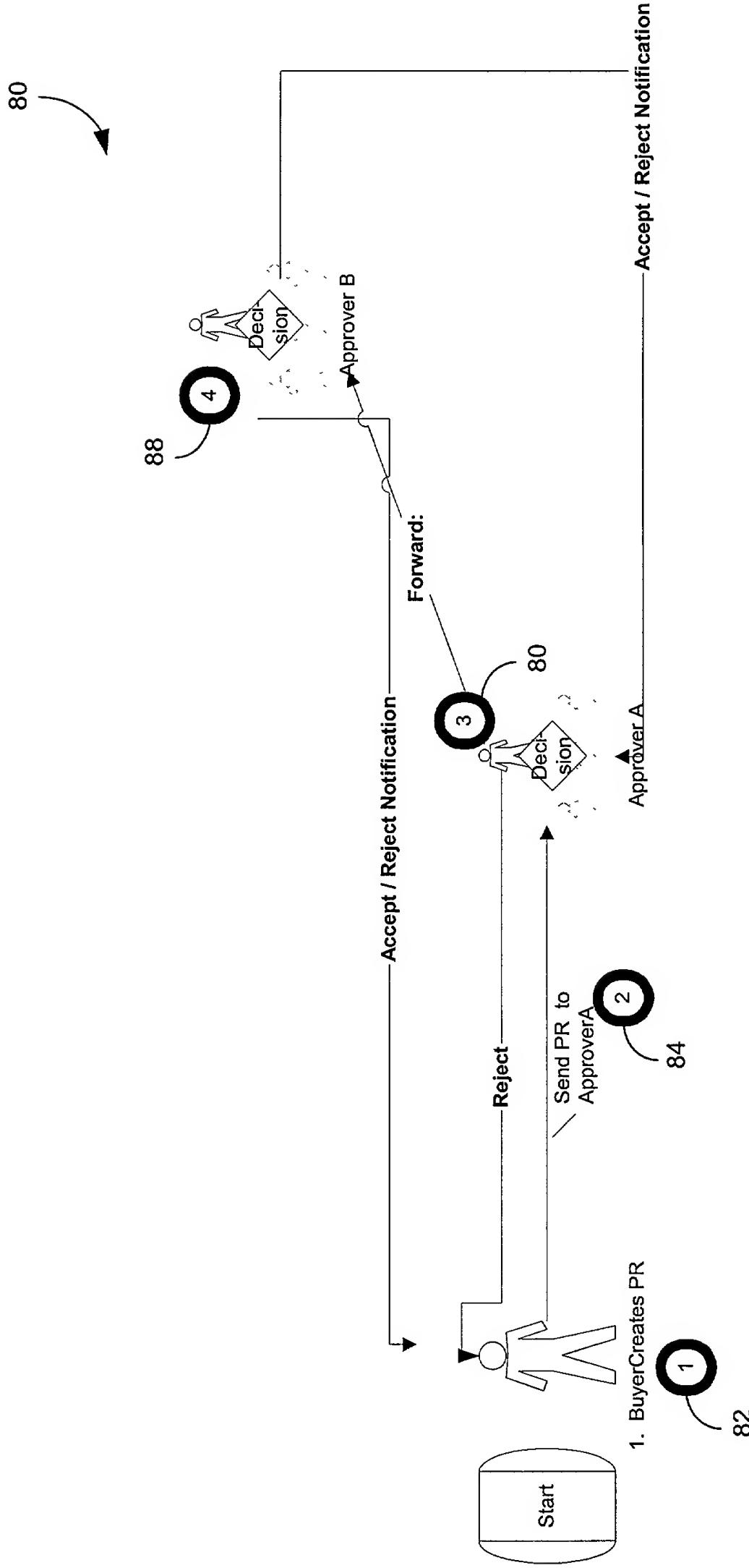


FIGURE 17(B)

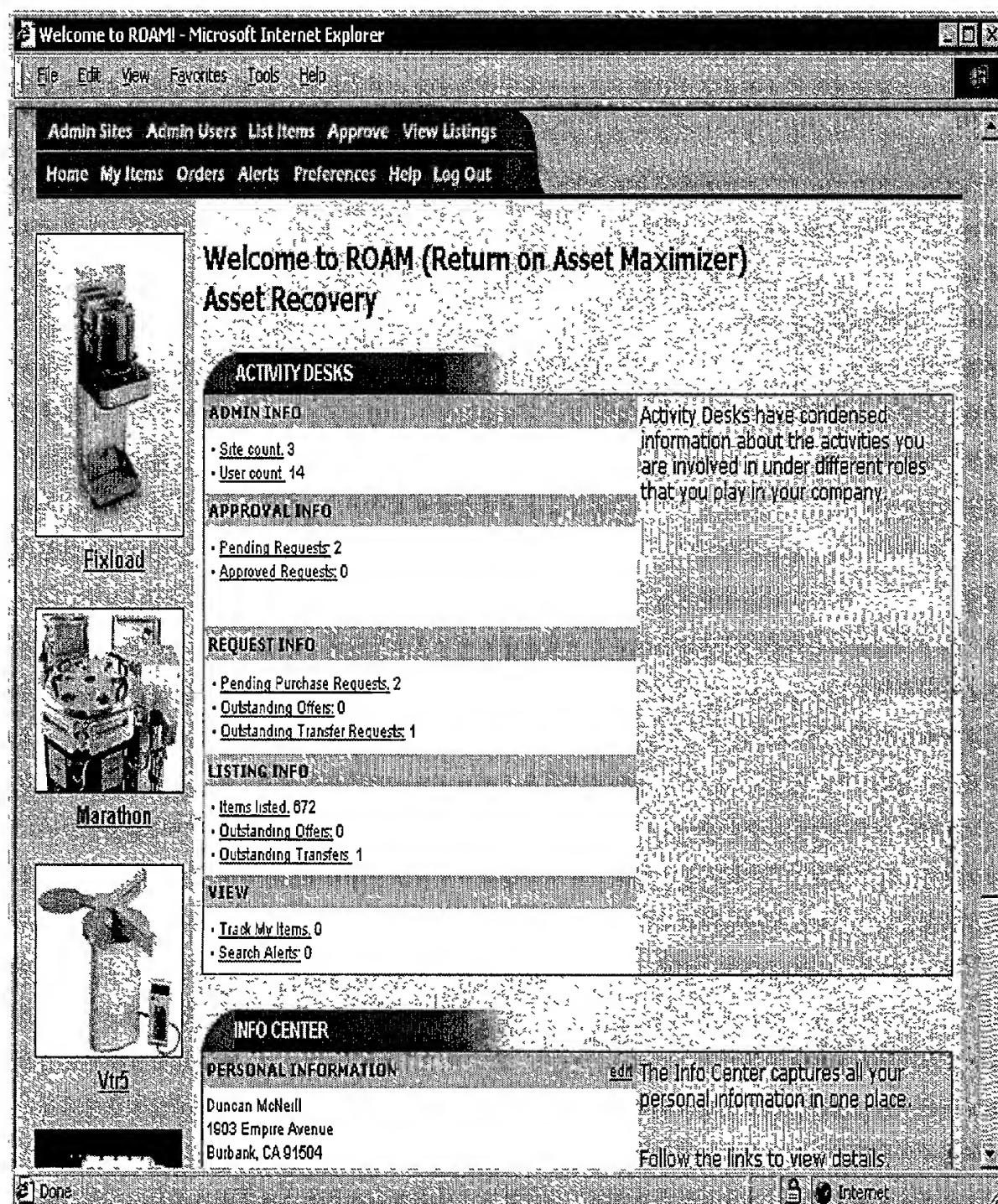


FIGURE 17(C)

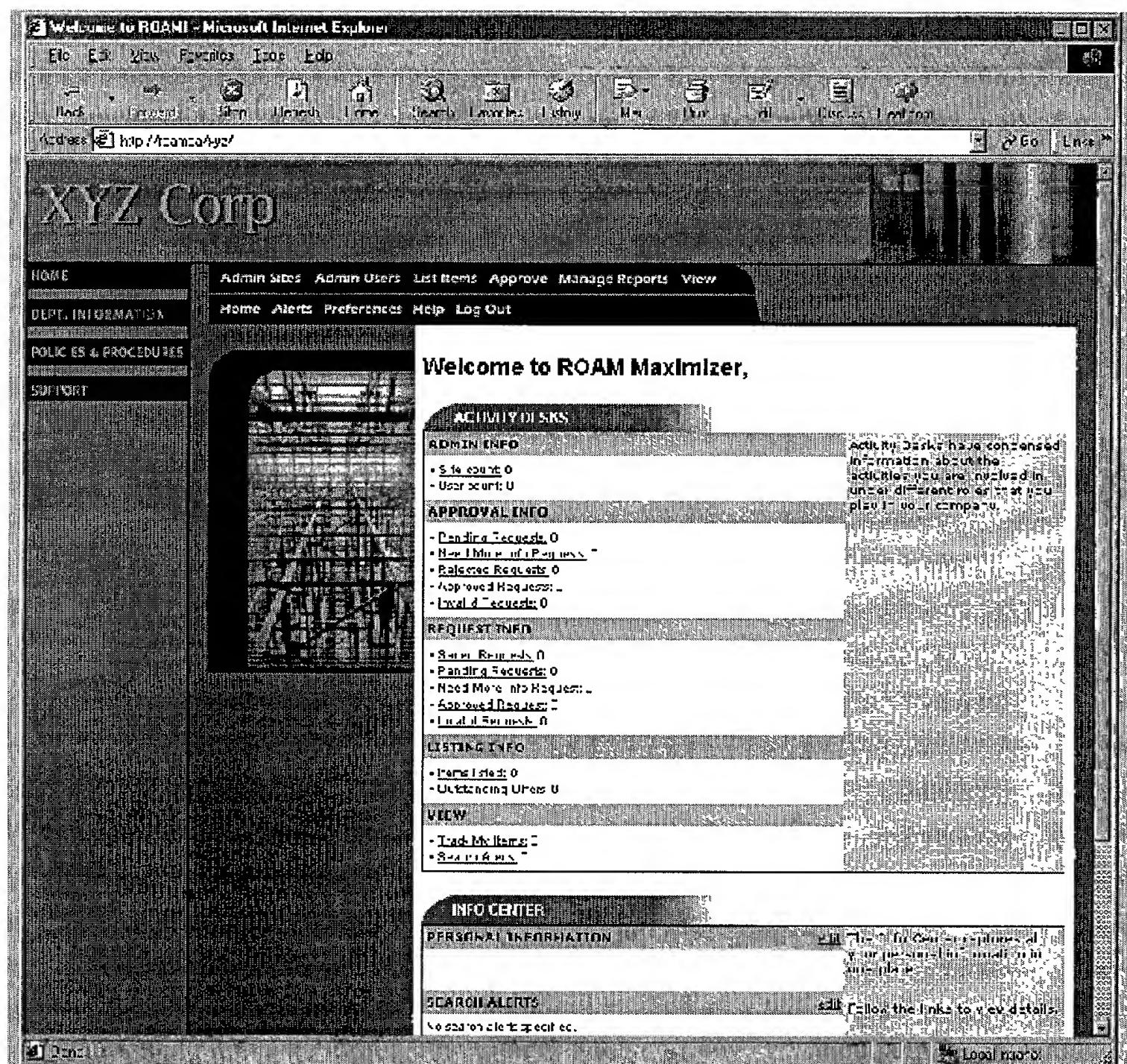


FIGURE 17(D)

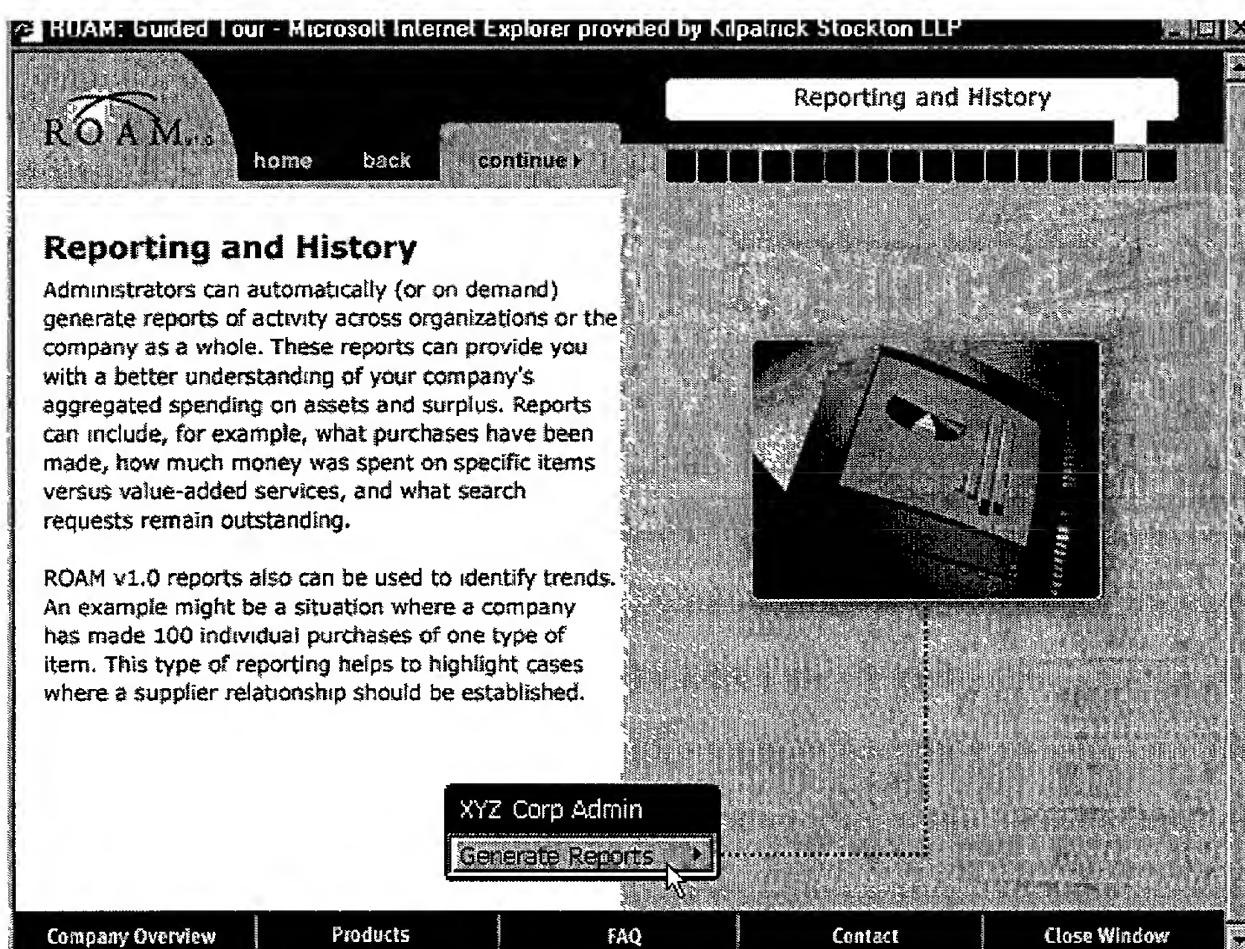


FIGURE 18(A)

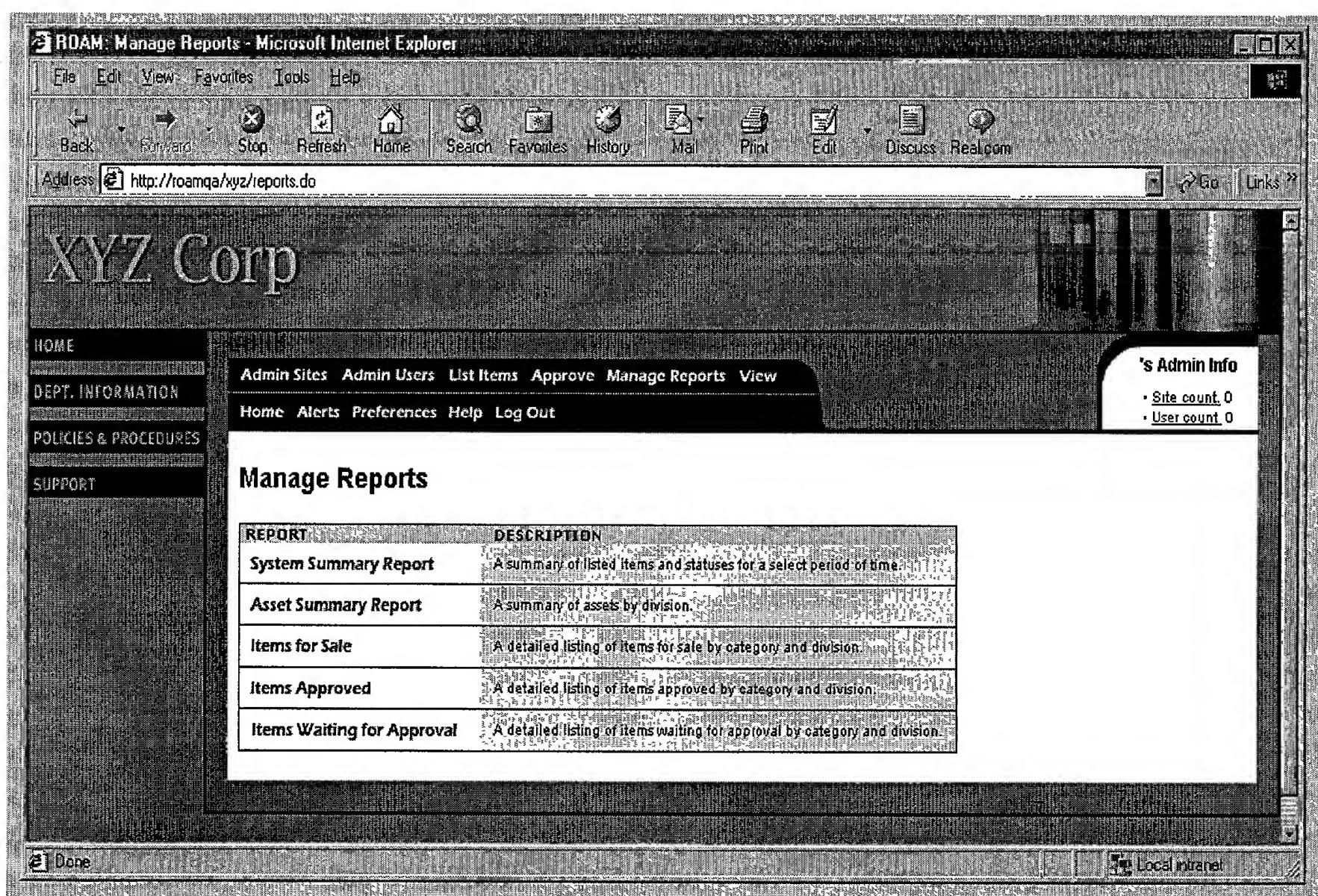


FIGURE 18(B)

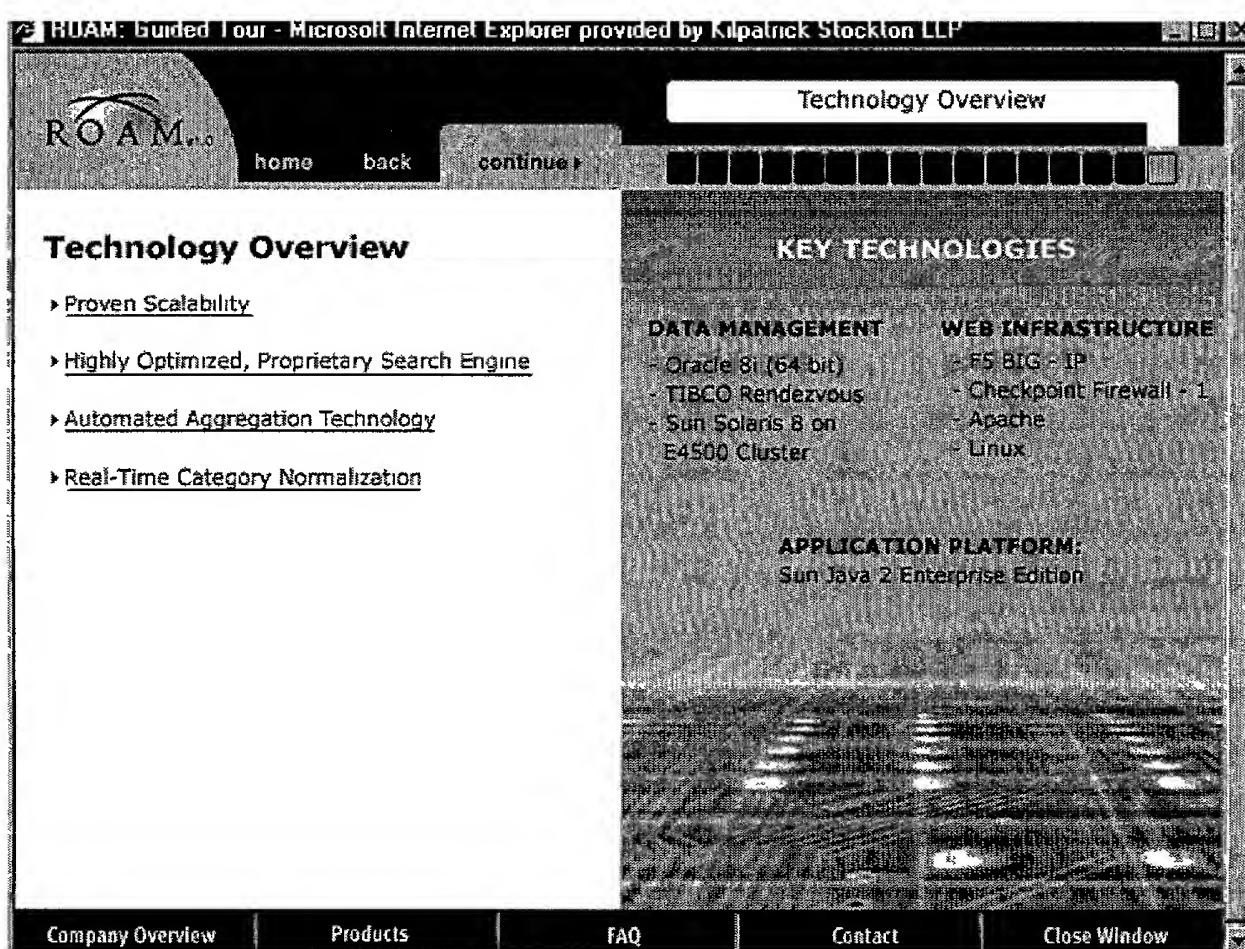


FIGURE 19

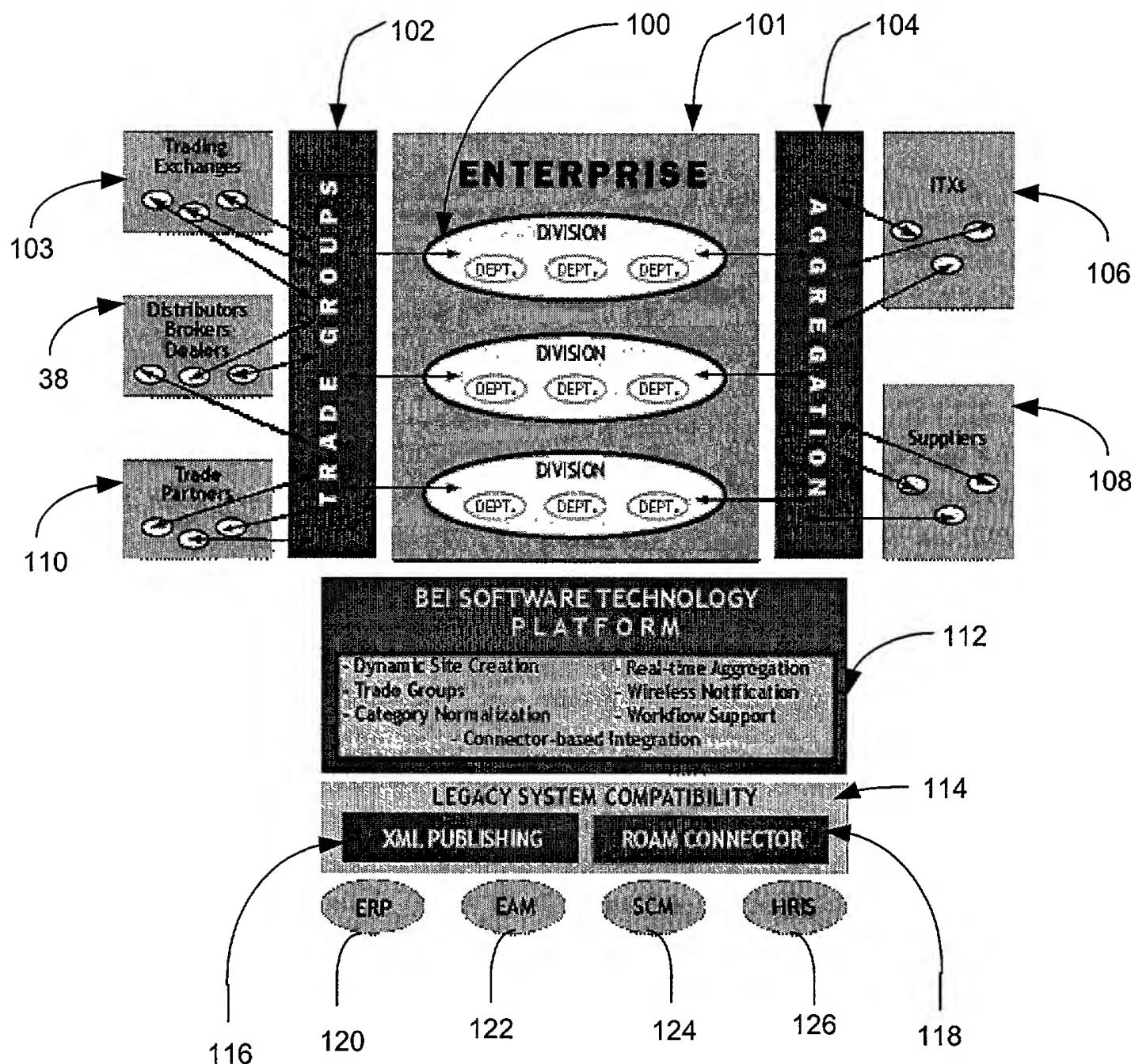


FIGURE 20

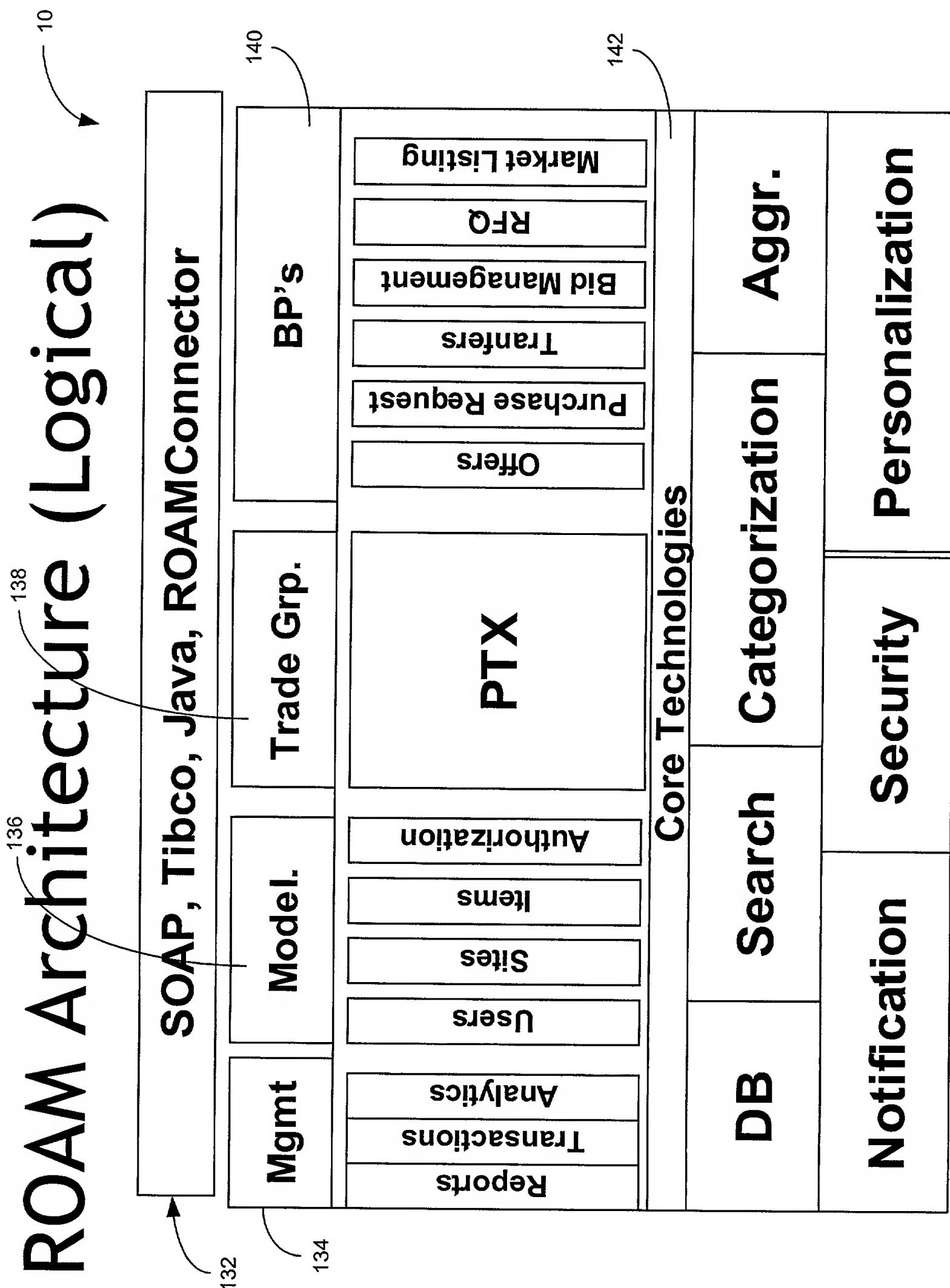


FIGURE 21

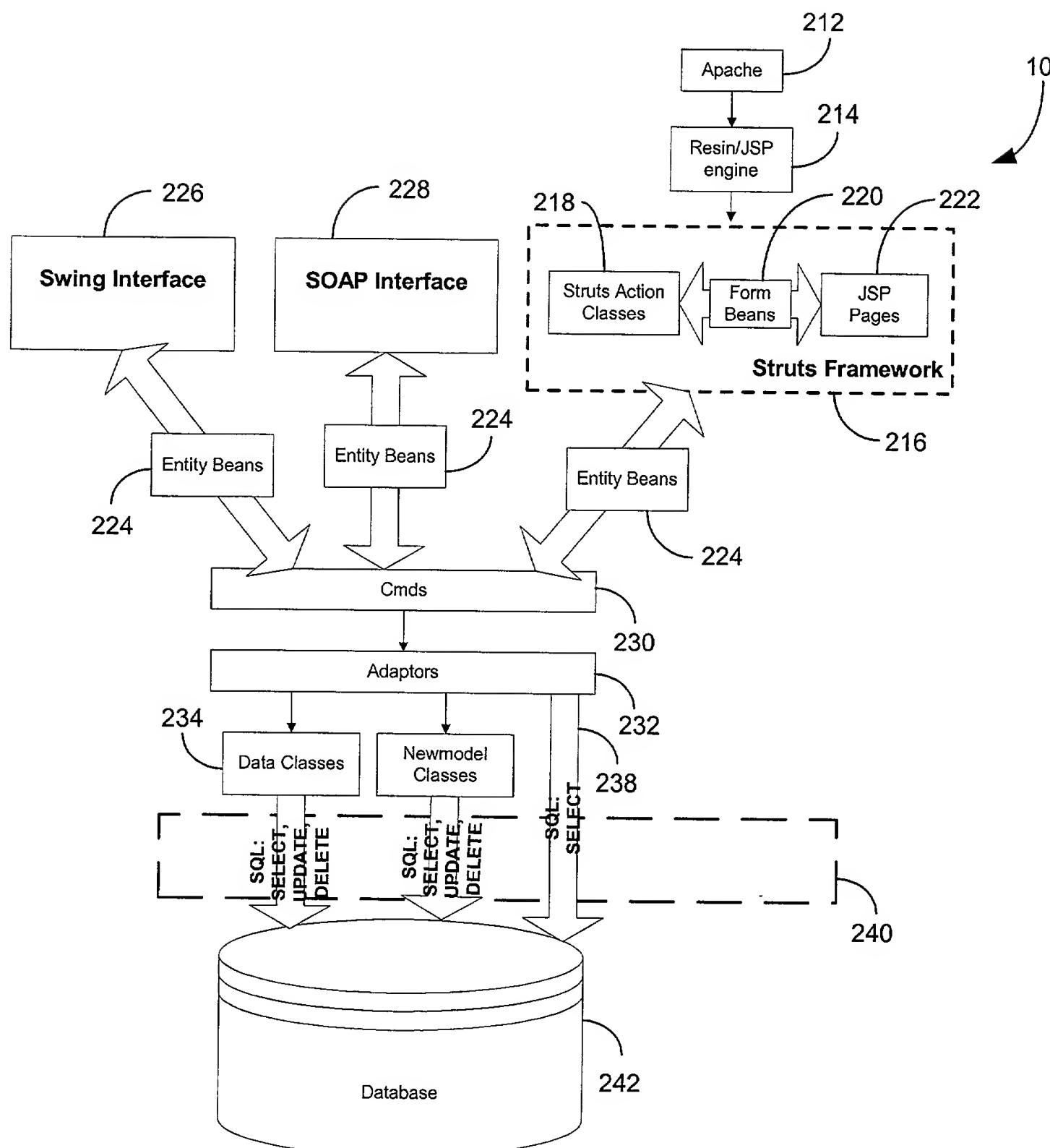


FIGURE 22(A)

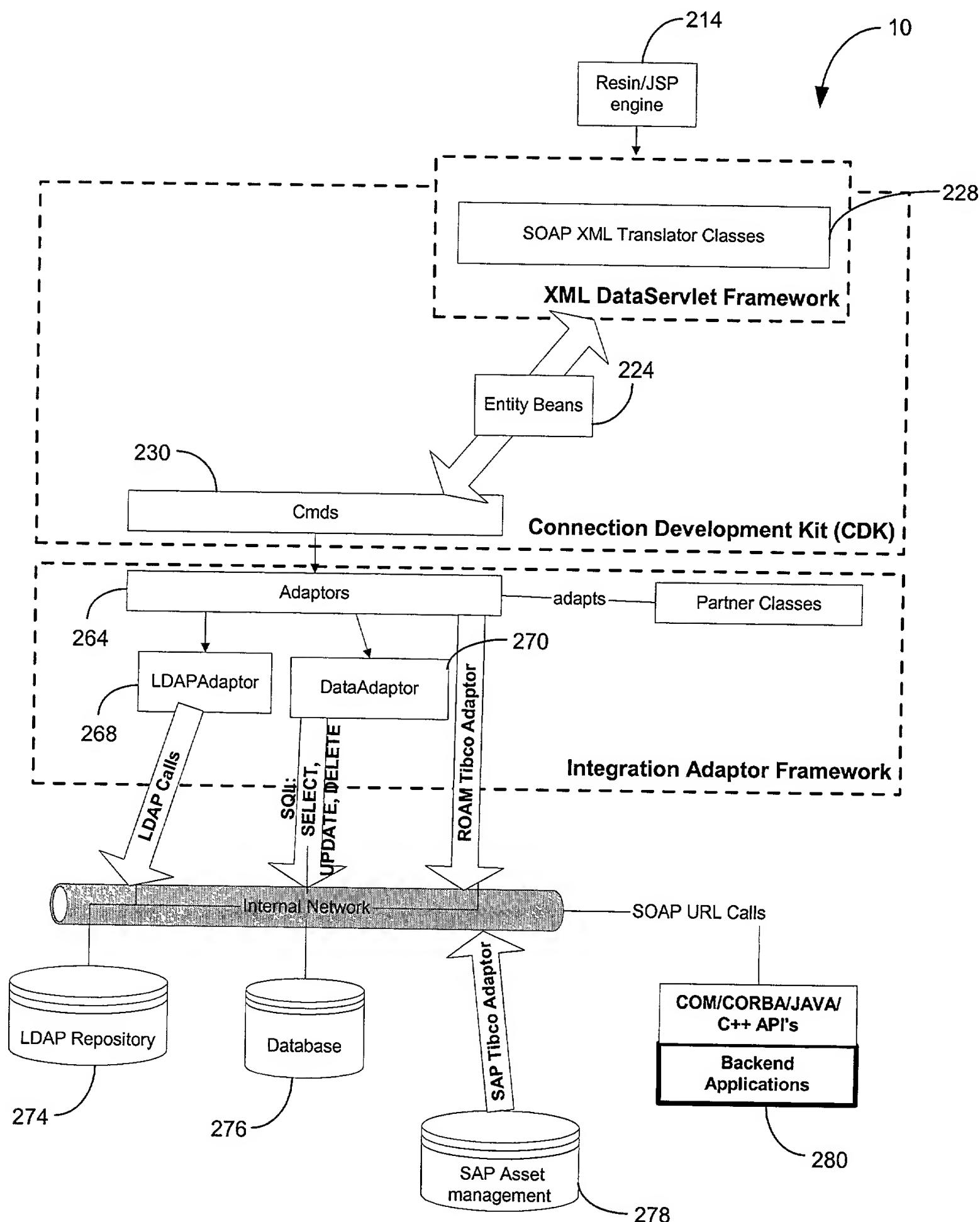


FIGURE 22(B)

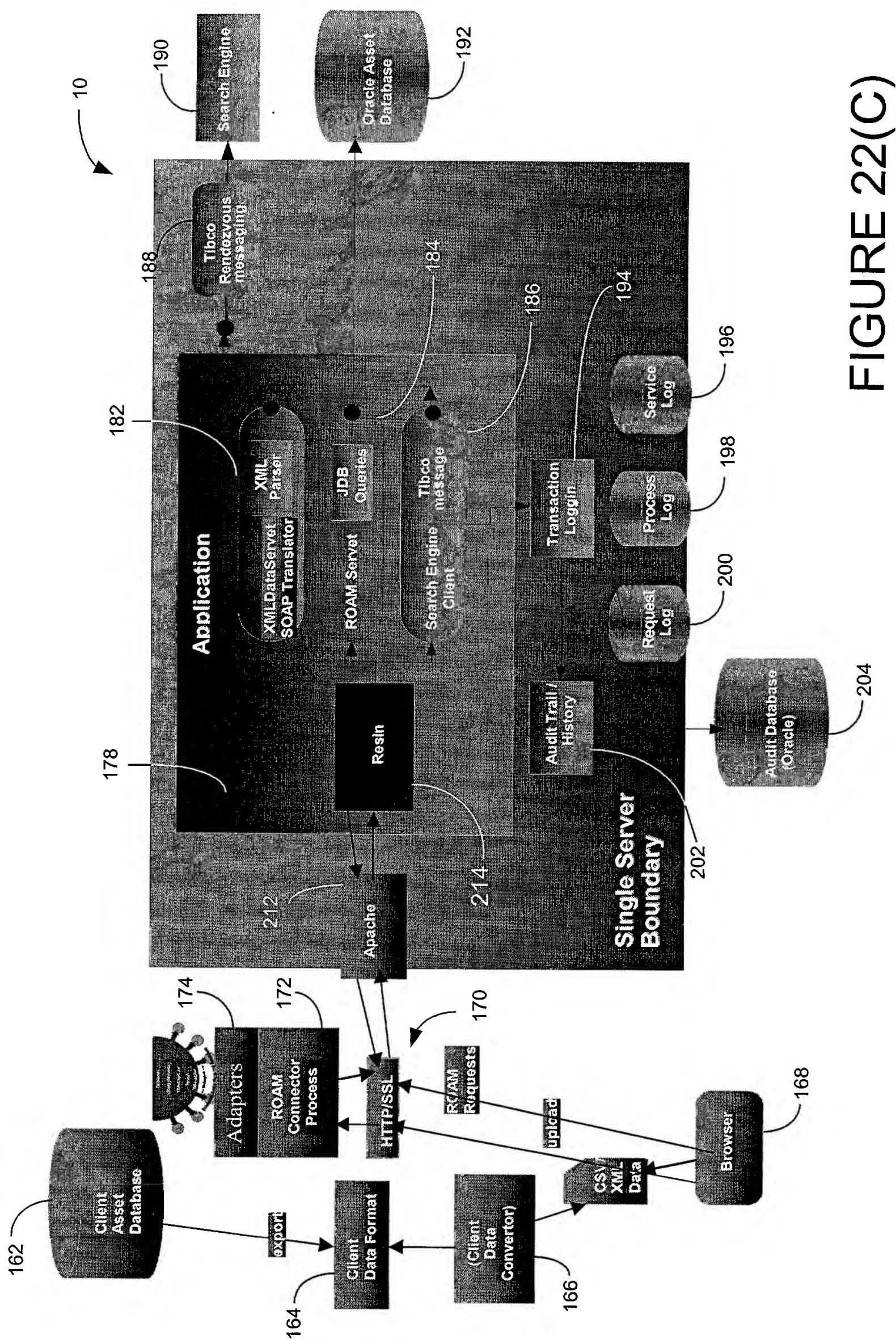


FIGURE 22(C)

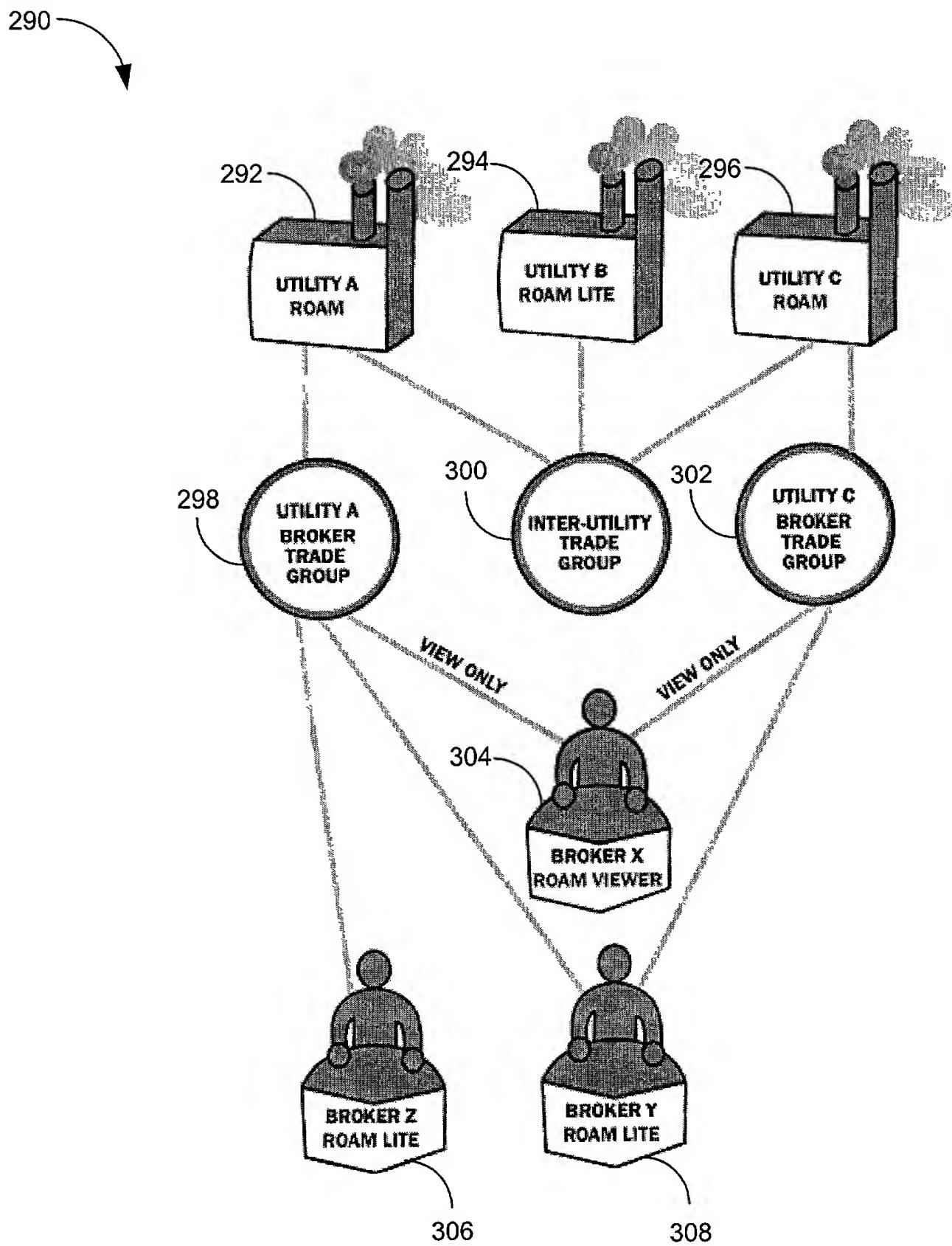


FIGURE 23